

CHEMIST & DRUGGIST

newsweekly for pharmacy

Beautiful new Supersoft



We are spending £200,000 on television to tell the world about it-in just the first three months

So move the others over and get supersales instead

Reckitt & Colman, Toiletries Division

**Capital gains
victory
for Society**

**Independents'
NHS again
tops 50 pc**

**Yardley plan
for VAT
changeover**

**High speed
pharmacy
modernisation**

**O-t-c source
for market
intelligence**

When you're brand leader it pays to be generous.

Bristow's Shampoo and Conditioner in One. Launched in January and already it's number one in the shampoo market*. An unprecedented success due to the product itself. To the advertising. And to you.

Now Bristow's offer a great new promotion. 3p off every bottle. And two Bristow's sachets for the price of one.

Bristow's are out to stay brand leader.



a complete
shampoo & conditioner
in one
FOR DRY HAIR



a complete
shampoo & conditioner
in one
FOR DRY HAIR

Stock up on success.

WELLCOME INSTITUTE LIBRARY	
Call.	WelMOnec
Call.	
No.	

*Independent Consumer Audit

CHEMIST & DRUGGIST

113th year of publication Vol. 198 No. 4817

The newsweekly for pharmacy

CONTENTS

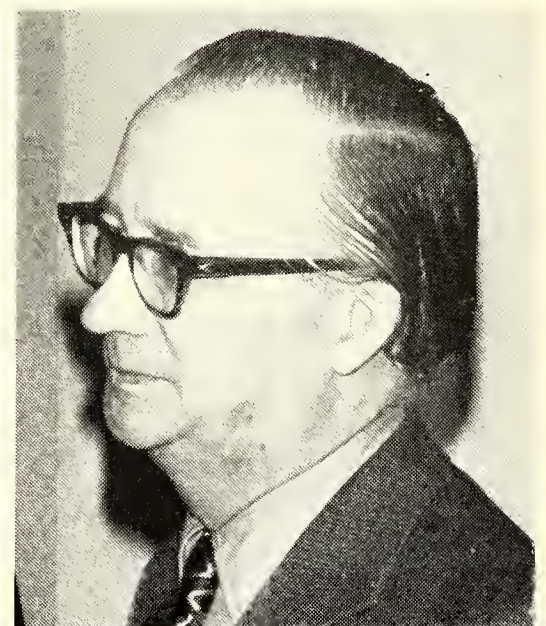
Yardley cover retailers' VAT role	32
Society wins tax concession on headquarters	32
'Turnover being maintained by NHS revenue'	33
Poisons case jury call for inquiry	33
Contraception is changing, Hull survey reveals	34
LPCs to discuss Linstead report on October 8	34
Beecham still interested in Glaxo	36
The Xrayser column: BPC	37
Market research—over the counter	44
Comment <input type="checkbox"/> A tax 'gain'	45
<input type="checkbox"/> Wanted: a sense of urgency	
High speed modernisation for Croydon pharmacy	46
Diploma for NI postgraduate students?	48
Proposed poisons changes	48
Pharmacists' contributions to 19th century progress	50
Dispensing fees in Scotland	51

Appointments	36	New Officers	49
Bonus Offers	40	New Products	38
Business Briefly	36	News in Brief	37
Company News	36	On TV Next Week	41
Deaths	37	Prescription Specialities	39
Equipment	51	Promotions	41
Letters	47	Trade News	40
Market News	52	Classified Advertisements	53

Editor Arthur Wright, FPS, DBA
Deputy Editor R. E. Salmon, MPS
Markets Editor W. S. Bowman, MPS, MIPharmM
News Editor Charles Ward
Technical Editor P. J. Merry, BSc, MPS
Beauty Products Editor Barbara Beskin
Information Services I. H. Cotgrove
Price List Mary Mackintosh
Advertisement Manager James Lear
Advertisement Executives
 J. Foster-Firth, MPS
 John C. Jackson
Production K. Harman
Published every Saturday by
 Benn Brothers Ltd,
 25 New Street Square, London EC4A 3JA
 (01-353 3212) Telex 887026
Subscription Department,
 Lyon Tower, 125 High Street,
 Colliers Wood, London SW19
 (01-542 8575)
Midlands office
 240-244 Stratford Road,
 Shirley, Solihull, Warwicks
 021-744 4427
Scottish office
 74 Drymen Road,
 Bearsden, Glasgow
 041-942 2315
North East office
 Permanent House
 The Headrow, Leeds LS1 8DF
 Leeds 22841
North West office
 491 Chester Road,
 Old Trafford, Manchester M16 9HF
 061-872 5151
Subscription Home and Overseas £8 pa;
 £0.30 per copy (including postage)

Contents © Member Audit Bureau
of Circulations

A Benn Group Journal



Professor G. Paterson last week reported on the pharmacists' contributions to 19th century progress (see p 50)

Yardley cover retailers' VAT role

Yardley are to ensure that retailers are covered against loss of profits on purchase-tax-paid Yardley stocks held when VAT begins.

The company have devised a scheme whereby the retailer sends a stock return at the start of the "tax holiday" and another at the end of the "holiday". Yardley then send goods, the retail value of which is equivalent to the purchase tax paid element of the stock in hand. The calculation will be based on a tax of 25 per cent. Yardley are financing the scheme themselves and retailers wishing to take advantage of it must take stock at the beginning and end of the "holiday". Despatch records will be kept by the company and random stock checks carried out. The rebates will be "paid" by Yardley in assorted goods specified by the company.

Goya Ltd have also announced that they are setting up a free stock scheme through their representatives, to help retailers in respect of "left over stocks from Christmas."

Report on Glaxo takeover bids received by DTI

The Department of Trade and Industry last Friday received the report of the Monopolies Commission's investigation into the bids of Beecham Group Ltd and Boots Co Ltd for Glaxo Group Ltd.

The report which is understood to be a lengthy one, will take some time to digest and print.

The Commission had been asked early in February by DTI to investigate and report within five months. That period ended on Monday.

Meanwhile Boots and Beecham allowed their bidding to lapse. (Beecham report p 36.)

'Pyramid selling' decision deferred

Judgment was reserved by Mr Justice Megarry in the High Court on Monday in the case in which the Department of Trade and Industry petitioned for the winding-up of cosmetics company Koscot Interplanetary (UK) Ltd, and a

Swiss associate, Koscot AG (see *C&D*, June 24, p 854). The Department alleges that Koscot Interplanetary's method of selling is contrary to the public interest. It has been described as "pyramid selling"—where franchisers sell rights to others to sell the company's products—and is alleged to constitute an illegal lottery. Koscot Interplanetary denied the allegations.

Mr Peter Millett, for the Department, contended that even if undertakings offered on behalf of the companies were adequate and satisfied the court it would still be just and equitable to wind the companies up because that would be in the interests of the public.

In the Department's submission there was no alternative to an independent restitution programme in which the rights of the different franchise holders could be properly investigated and claims met.

Mr F. Ashe Lincoln, QC, for the companies, contended that they were entitled to undertake to the court to use their best endeavours to put matters right. There had been very much a "new broom," with new personalities in the concern.

BMA drugs report 'for discussion'

The Secretary for Social Services was asked in the Commons last week if he would implement all the conclusions and recommendations contained in the report of the British Medical Association panel on pharmaceutical products.

The report (*C&D*, May 20, p 711) said among other things that unit packs are the safest way to get drugs to the patient.

But Sir Keith Joseph told Mr Laurie Pavitt that the recommendations "clearly need to be discussed with the professions and industry before any conclusions as to the extent of implementation could be reached."



Peter Boardman, FPS, (left) of Boardman and Coombe Chemists, Brookmans Park and Potters Bar, Herts, receives a suitcase from John Pringle, national accounts manager, Bowater Scott. Mr Boardman is the first winner of a competition sponsored by Bowater Scott and Unichem. A second prize went to G. A. Perks, MPS, Wigmore, Kent. Five more competitions are yet to take place

Society wins tax concession on headquarters

The Pharmaceutical Society of Great Britain has successfully sponsored an amendment to the Finance Bill which will enable it to take advantage of the "roll over" tax relief on profits arising from the sale of the Bloomsbury Square premises over their estimated value in April, 1965.

The new provision will also benefit other non-profit-making trade and professional bodies.

The Society, which has been asked to sell its headquarters to the Department of the Environment to assist in the Government's plans for extensions to the British Museum's library, discovered after agreeing in principle to the sale that while the Finance Act exempted charitable organisations from capital gains tax on property sales and allowed trading companies to "roll over" profits from the sale of their premises into new ones, there was no provision to protect societies like itself and some 300 other similar professional bodies, from capital gains tax if they moved headquarters.

Tax penalty

It was thought that the tax penalty to the Society could have been anything between £100,000 and £200,000.

In a House of Commons standing committee on the Finance Bill on June 28, Mr C. Parkinson successfully moved a new clause in the

names of Mr Norman Fowler and Mr Eric Ogden giving relief from capital gains tax, in the replacement of business assets, to professional and non-profit-making bodies.

Mr Patrick Jenkin, Chief Secretary to the Treasury, said he thought it was right that this "roll over" relief to non-profit-making professional bodies should be written into the tax system.

Bill amendment

Although an amendment to the Finance Bill was tabled on behalf of the Society in 1971 by Mr Ogden and Mr Fowler, the Treasury were unable at that time to accept their proposals. It seemed, however, that Mr Jenkin was sympathetic to the Society's case, and in the hope that the Government might have "second thoughts" a newly-drawn amendment to this year's Bill was put forward.

During the past year many professional bodies have offered to support the society's attempt to remove the anomaly.

'Turnover being maintained by NHS revenue'

For the second successive two-month period, NHS revenue has accounted for over half the turnover of independent pharmacies.

For small independents, the figure was again 53.9 per cent of turnover from NHS, according to the March-April *Retailer Report* of the A. C. Nielsen market research organisation.

But for large independents it fell to 49.1 per cent from 50.6 per cent in January-February, giving an average of 50.7 per cent for independents overall. Multiples and Co-operative Societies averaged 40.4 per cent from NHS—0.1 of a point up from the previous two-month period.

Chemists' turnover

Average weekly turnover for all chemists—excluding Boots—was up by 8.9 per cent "which is no greater an increase than we have been accustomed to seeing in the last year or so," according to Nielsen. However, cash sales were up by only 6 per cent—emphasising the importance of NHS in keeping turnover at an acceptable level.

During March, all types of outlet dispensed fewer prescriptions per shop, but the cost continued to rise.

Wales was the only region to show a decline in cash sales against a year ago, but Greater London recorded an 11 per cent gain. All regions showed increased NHS revenue compared with 1971.

The average weekly cash and NHS turnover for all chemists was £7,533,000, compared with £7,360,000 in the preceeding period.

The breakdown of cash sales shows that large independents put on 8 per cent over the previous year, compared with 2 per cent by small independents and 7 per cent by multiples and Co-operatives.

Volume breakdown

Sterling volume (cash and NHS) went 15 per cent to multiples and Co-operatives, 56 per cent to large independents and 29 per cent to the small.

Average weekly cash turnover was: large independents £425; multiples and Co-operatives £416; small independents £145. Average NHS receipts were: large independents £428;

multiples and Co-operatives £339; small independents £219. In March, independents dispensed 87.5 per cent of NHS prescriptions (average 1,814 per shop) and multiples-Co-operatives 12.5 per cent (1,961 per shop).

Poisons case: jury calls for inquiry

Prohibition of the sale of salts of thallium, except in certain closely defined circumstances, is proposed by the Poisons Board (see p 48).

Thallium was one of the poisons said at St Albans Crown Court last week, to have been used by Graham Frederick Young, who was convicted of killing two work-mates and administering poison to two other persons. After returning their verdict, the jury drew attention "to the apparent ease with which dangerous poisons may be obtained."

"We feel that the present procedure should be reviewed and measures taken to assure that the public may be more completely safeguarded."

The jury's rider is considered "unfortunate" by the Pharmaceutical Society. Poisons need to be made available on many occasions and who is better than the local pharmacist to decide if the poison should be issued or not?

It is pointed out that the controls are for the protection of the community against themselves, rather than to deter potential poisoners. Occasional misuse of a poison, is no reason for imposing even stricter controls.

However, as the responsible authority, the Society is already examining the circumstances of the sale of poison to Young.

It is understood that there will be no inquiry into this aspect by Sir Carl Aavold's committee, which has been set up to study the procedure for supervision of patients discharged from institutions, as was claimed in the national press last week.



Photograph shows Tony Harper and, extreme right, Polly Elwes, talking with the two models after their hair had been coloured. The model on the left, Mrs. Rene Waine, had a high percentage of grey before her hair was coloured with Clairol's Loving Care; the model in the centre, Margaret Card, went several shades lighter with Nice 'n Easy

Clairol to be in TV show

Scheduled for screening by Thames Television on July 11 in colour is episode 8 of ITV's television series for women entitled "Let's Face It". This episode is devoted to the subject of hair and a guest on the programme is Clairol's technical training manager, Mr Tony Harper.

During the course of the programme, hosted by Polly Elwes, Mr Harper talks about hair structure, conditioning, shampooing and colouring and, in fact, demonstrates two of Clairol's retail products, Loving Care and Nice 'n Easy. This programme will be screened by other channels later on in the year.

Baby foods: less lead content

The report of the Working Party on the Monitoring of Foods for Heavy Metals on lead in food has recommended that steps be taken to reduce the lead content of canned baby foods, at least to the level existing in the national diet and, preferably, below it.

Commenting on the change, a spokesman for H. J. Heinz Co Ltd who total 80 per cent of the canned baby food market, said: "As far as lead is concerned, the mean level in Heinz baby foods has always been less than one-eighth of the permitted level."

"By changes that have already been made in can technology through the use of pure tin solder, Heinz baby foods

are now being produced with lead levels which are only one-tenth of the new lower permitted levels to be imposed from next January.

"Much of the news coverage has drawn attention to a comparison between the mean level of lead in canned baby foods (0.24 ppm) and the level of lead in the national diet (0.13 ppm).

"This is a misleading comparison, comparing as it does the lead level in a part of the total diet of a baby with that in the total diet of the national average consumer.

"The level of lead in the total diet of the average baby is in fact 0.1—even lower than the national diet level. Of this total, less than one-quarter comes from baby foods."

There is no clinical evidence of harm to babies or adults from present levels of lead ingestion from food.

Retailers meet VAT Minister

Various problems of the transitional period from purchase tax to value added tax were discussed between representatives of the retail trade and the Financial Secretary to the Treasury, Mr Terence Higgins, MP, on June 30.

The Parliamentary Retail Group, with its chairman, Mr Geoffrey Finsberg, MP, and its vice-chairman, Mr Alfred Morris, MP, led the deputation from the Retail Consortium headed by its chairman, Lord Redmayne.

The Minister promised to consider the points raised.

Contraception is changing, Hull survey reveals

Three major techniques are dominating English birth control—the condom, the “pill” and withdrawal—according to Dr John Peel, reader in sociology, University of York, and an expert in contraceptives.

A paper published by Dr Peel this week refers to the “virtual disappearance of other methods (douching, jellies, creams, foam tablets, prolonged lactation and abstinence), “which accounted for 25 per cent of the usage attributed to those couples married in the 1950s”.

Dr Peel records the results of a five-year follow-up survey of 350 couples married in Hull in the mid-’60s. The survey is thought to be unique in that it studies a group of women from the date of marriage. Changing attitudes and the increasing effectiveness of contraceptive technology, Dr Peel shows, have resulted in the halving of the expected number of unintentional births.

Since 1965 couples involved have revised their intentions as to the size of the family they would like from an average of 2.61 to 2.23 children.

Birth intervals

Family building was achieved less rapidly than the partners themselves anticipated, but actual birth intervals were shorter than those which they initially considered appropriate: a mean of 24 months, compared with an anticipated 28 months between first and second births, and of 20 months against 27 months between second and third births.

Dr Peel found that condom users were an almost exact cross section of the total sample in terms of socio-economic status. The 12 condom “failures” in the group included five method “failures” and seven failures due to “risk taking”.

“It appears that ‘risk taking’ is higher amongst condom users than amongst the users of any other method of contraception,” states Dr Peel. All major religious groups were represented amongst users of the method.

“Pill” usage was found to be higher amongst semi-skilled and unskilled manual workers than other occupational groups. Users were more likely to have changed to the “pill” after a definite contraceptive failure

with another method, rather than out of general dissatisfaction with some other method.

Withdrawal users were heavily concentrated in the lower socio-economic groups.

Of the 577 pregnancies occurring during the survey exactly two-thirds were planned. It is intended to re-interview participants again in 1975.

Dr Peel concludes that his work demonstrates a national approach to family planning not only in terms of attitudes but also actual behaviour.

Memorial service for homeopaths

A memorial service was held on June 29 at St George The Martyr, Queen Square, London WC1 commemorating those who died in the BEA Trident air disaster, travelling to the International Homeopathic League Congress in Brussels.

Among the fifteen named were Frederick W. Adams, Margaret Adams, Dudley Wootton Everitt and Margot Everitt.

The service was conducted, and the Address given, by the Rector, and Chaplain to the Royal London Homeopathic Hospital, the Rev. John Sertin.

Those attending the memorial service included representatives of the Pharmaceutical Society of Great Britain—among them the Society’s president, Mr J. P. Kerr and the secretary and registrar, Mr D. Lewis. Miss C. Tuchel (Rumania) represented the *Comité International des Pharmaciens Homeopathes*.

Achievements of VPR scheme

The Department of Health has initiated negotiations to explore whether price reductions are called for, on 48 occasions under the current Voluntary Price Regulation Scheme for NHS medicines. Mr Michael Allison, Under-secretary, told Mr Laurie Pavitt in the Com-

mons on Tuesday that the current scheme started in November 1969.

Returns for accounting years ended in 1970 had been received from 101 companies, and negotiations with 20 of these led to price reductions by four companies; two negotiations are still open.

Final figures for accounting years ending in 1971 are not yet available, but returns have been received from 96 companies and negotiations have been opened with three of these.

Patent appeals dismissed

DDSA Pharmaceuticals Ltd, Old Brompton Street, London, appealed to the High Court last week against certain terms of the grant to them of a compulsory licence to import and sell the drug diazepam, patented and sold by F. Hoffman-La Roche & Co AG, Basle, Switzerland, under the trade name Valium.

DDSA complained about the method of calculation of royalty rate, and the form of the licence, made by the superintending examiner [of patents] on October 11, 1971.

Hoffman-La Roche appealed against the grant of the licence and against the royalty rate of £465 per kg which they claim-

ed was not enough to recompense them for promotion and production costs.

Mr Justice Whitford, sitting as a Patent Appeal Tribunal, dismissed both appeals and made no order for costs.

Old house is radio-active

A house in West Hampstead, London, home until recently of Mrs K. Friday, MPS, and which was used as a factory from 1940 to 1962 by a company who specialised in painting luminous dials on instruments is to be demolished shortly following expert checks which show that it is radio-active.

Mrs Friday and her late husband had started the factory at the 10-roomed Victorian House. She said that the radium compound, used to be delivered in small phials embedded in lead balls, which arrived one at a time in giant insulated packing cases.

Mr Keller, a son, said that neither he nor his mother had ever suffered ill effects, even after 31 years.

The GLC compulsorily purchased the house in 1968, but allowed Mr Keller and his mother to continue living there until three weeks ago, when the house was boarded up and a padlock attached to the front door.

LPCs to discuss Linstead report on October 8

The report of Sir Hugh Linstead’s Working Party on NHS General Pharmaceutical Services is to be put before a conference of representatives of Local Pharmaceutical Committees on Sunday, October 8.

The report is now in the hands of the Central NHS (Chemist Contractors) Committee which is to hold a special meeting to discuss it as soon as possible. The Committee’s recommendations will then be referred to the LPC representatives meeting.

Arrangements are being made for publication before the meeting and pre-prints will be circulated to members of Pharmaceutical committees as soon as possible.

Last week’s meeting of the Central Committee was also told that a reply had been received from the Department of Health on the claims for increased remuneration in respect of profit level and

notional salary.

The Committee is to make further representations following study of the Department’s proposals.

Independents’ poor May

Independent chemists and photographic dealers increased their retail sales by only 2 per cent in May, compared with the same period last year.

Indices for the month were: All chemists, 144 (+8 per cent), independents 130 (+2 per cent), multiples 164 (+15 per cent), Co-operatives 112 (–2 per cent) (Department of Trade figures).

The figures do not allow for NHS receipts.

**special
announcement**

The assets of...

INTER-ALIA

PHARMACEUTICAL SERVICES LIMITED

*... have been acquired by United
Overseas Pharmaceuticals (London)
Limited, who are pleased to
announce that ALL SERVICES
WILL BE MAINTAINED and that
the Company will continue to
operate as; Inter-Alia
Pharmaceutical
Services Limited*



*The symbol of
guaranteed
quality!*

A COMPREHENSIVE RANGE OF HIGH QUALITY PRODUCTS
PRODUCED IN OUR MODERN FACTORY ARE OFFERED AT
COMPETITIVE PRICES. YOUR CONTINUED ENQUIRIES ARE
INVITED.



INTER-ALIA PHARMACEUTICAL SERVICES LTD.

(Incorporating ROBERTS & CO., of Bond Street)

RAPHAEL HOUSE, 226 HIGH STREET NORTH, LONDON, E.6.

Telephone: 01-552 4344. Cables: Intalpharm, London, E.6 Telex: 261553.

Works & Laboratories:—

GRANGESTONE INDUSTRIAL ESTATE, GIRVAN, AYRSHIRE.

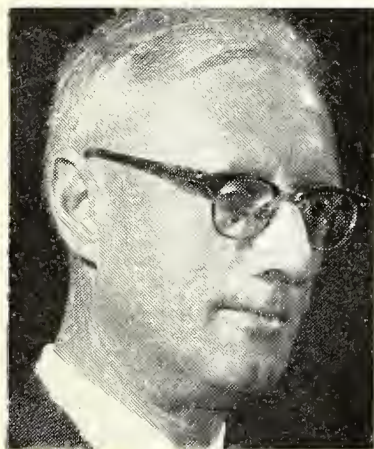
Telephone: GIRVAN 3471/2.

Telex: 778683.

COMPANY NEWS

Beecham still interested in Glaxo

Sir Ronald Edwards, chairman of Beecham Group Ltd in the company's annual report for the year ended March 31 devotes much of his statement to the group's reasons for making a bid for Glaxo Group Ltd and reiterates arguments



Sir Ronald Edwards

made at the time against Glaxo's criticism.

Depending on the findings of the Monopolies Commission it is expected that a new bid will eventually be made by Beecham since Sir Ronald says that "nothing in the last six months has happened to alter our view that the commercial case for an amalgamation is strong".

Further details on the Group's trading results from the preliminary figures given earlier (*C&D*, May 27, p 728) show that sales of human and veterinary pharmaceuticals and animal nutritional products amounted to £79.5m (against £64.9m in preceding year) and trading profit £20.3m (£16.5m). Sales of consumer products rose to £139.6m (from £116.9m) with profit of £16.4m (£13.9m).

By area UK sales were valued at £93.4m, Western Hemisphere £44.3m, Europe, excluding UK, £48.6m and other markets £32.8m.

A revaluation of the Group's properties has shown a surplus of £12.5m on block value.

During the year capital expenditure (excluding acquisitions) amounted to £17.7m.

Odex Racasan growth expected

Current estimates suggest a further "satisfactory increase in group profit and earnings per share" of Odex Racasan Ltd in the current year, says chairman, Mr J. H. Chandler.

He points out that for some years the group relied for its profit increases mainly on the Racasan company. He believes that the sharply increased profits of the Odex company in 1971-72 (*C&D*, June 3, p766), mean that growth can now be expected to be more broadly based.

Mothercare shares for public

Mothercare Ltd are to offer 8m of their ordinary shares, representing one quarter of the total issued capital, for sale to the public.

Mothercare is substantially owned by the chairman, Mr Selim Zilkha and his family who at one time were the principal shareholders of Lewis & Burrows Ltd before the London-based company owning twenty pharmacies was sold to an investment company prior to its acquisition by the Stanley Weston Group in 1969.

Concept now in French group

Concept Pharmaceuticals Ltd have now become part of the French group, Laboratories Pierre Fabre, following a signing ceremony at the end of last month. Mr P. Fabre has joined the board of Concept and is joined by J. R. Robelin (French) as chairman, S. W. Kipling, MPS, chief executive and managing director, D. J. Bridger and P. C. Fairbairn.

Concept, formed as a subsidiary of Spey Industries Ltd, last year, will continue to trade under its own name.

Berk takes over Interfran

Berk Pharmaceuticals Ltd, have purchased Interfran Product Management Ltd, of Croydon. The chairman and managing director of Berk Pharmaceuticals, Mr F. H. Choppin, states that the acquisition is part of the expansion programme for Mitchum-Thayer products which have been manufactured and distributed through Interfran since 1966.

A significant development of the product range offered through Interfran will take place this year.

Mr P. J. Benton will continue as chairman and managing director of IPM; Miss P. M. I. Ward was re-elected to the board, and Messrs Paul Hughes and Leslie Smith were also appointed directors.

The company's Croydon offices will be maintained although a new distribution centre has been opened by Interfran this month at Vale Road, Tonbridge, Kent.

In brief

Dellex Ltd and Grosvenor Perfumery Co Ltd, 71 Gloucester Road, Croydon CR9 2XN and North Lane, Aldershot, have combined their business activities. Dellex and Grosvenor of London products are now being manufactured and distributed by Dellex-Grosvenor Ltd with administration continuing from the Croydon head office.

Albright & Wilson Ltd have formed a new industrial chemicals division by the merger of their former Oldbury division and the industrial chemicals sector of Associated Chemical Companies division. The consolidated marketing and distribution departments of the new division operate from Oldbury, Birmingham.

Manton & Garton Ltd's first-half profits rose from £1,014,000 to £1,320,000. Turnover rose to £26.33m (£22.32m in equivalent period of 1971).

Mr L. D. Finsbury, MPS, has acquired the pharmacy of Mr E. S. Mitchell, MPS, 28 Central Road, Leeds LS1 6DE and will trade as L. D. Finsbury Ltd.

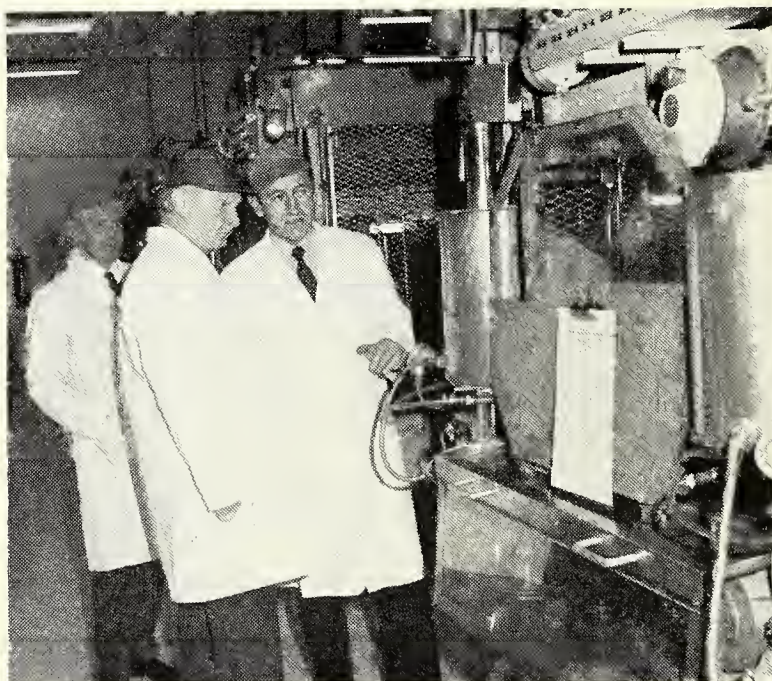
Mr Mitchell served his apprenticeship with the late Walter Hammond at the same address from 1919. He commenced trading on his own account at Crossgate Road, Leeds in 1924 and returned to the Central Road 12 years ago on the death of the previous owner, Mr W. R. Barton who also served with Mr Hammond.

Reckitt & Colman's toiletries division expanded its works in Sinfen Lane, Derby in June by 16,200 sq ft for the manufacture of aerosol products.

Appointments

International Chemical Co Ltd: Mr R. E. Gay is now both chairman and managing director, having held the latter position since 1968. Mr Gay is also appointed chairman and managing director of I.C.C.'s associated companies, A. S. Boyle Co Ltd and Kolynos (Sales) Ltd. Mr J. C. Ashford is also appointed to the boards of the three UK companies as financial director. Mr E. C. McGregor is appointed marketing director of ICC and Mr W. J. Vale as sales director.

Mr R. F. King who has been a member of the ICC board since 1965 is appointed admini-



Mr A. Mills (right) supervisor, capsule production, Parke-Davis & Co, explains the manufacture of empty gelatin capsules to Mr John Davies, Secretary of State for Trade and Industry, while on a visit to the company's Pontypool factory recently. Behind Mr Davies is Mr D. R. Ross, general manager

stration director. He is also on the board of Kolynos and now joins the board of A. S. Boyle.

Aerosols International Ltd have appointed Mr Clive Thompson, 29, to the Board of the company and takes up executive responsibility as general manager. Mr Thompson obtained an honours degree in chemistry at Birmingham University in 1964. After working for Shell Chemicals UK, and later Shell International Chemicals, he joined Boots Co Ltd in 1968 working for them in South Africa before returning to the UK at the end of 1970.

The following year Mr Thompson joined Jeyes Group Ltd and in January 1972 transferred to its subsidiary Aerosols International on a temporary assignment taking up a consultative position assisting the board in the development of the business.

Ayrton, Saunders & Co Ltd: Mr T. N. R. Horsfield, MPS, manager of the company's subsidiary at Burslem, has been appointed a director of the parent company. He will still be based at Burslem, responsible for the Midland company.

Armour Pharmaceutical Co Ltd have appointed Mr K. W. Fitch to the board as sales director and Mr R. J. Edgworth as director of production. Mr K. W. Littlechild has been appointed manager of their international division.

Wilcox Laboratories Ltd have appointed the following representatives: Messrs J. A. Bayliss, BSc (north-west London); T. R. Handley, BSc (south-west London); F. B. Honey (central London); and R. C. Miller (south-east London).

R. Weston (Chemists) Ltd: Mr J. M. Whittam, MPS, retail development manager, has been appointed a director of the company. [Corrected note.]

Deaths

Brunning: Suddenly on June 23, Mr Edward Jack Brunning, MPS, 155 Shepherds Lane, Dartford, Kent, aged 56. Mr Brunning was manager of the sterile products department of the Wellcome Foundation Ltd at Dartford. He qualified in 1938 after serving an apprenticeship in retail pharmacy and joined the Foundation in 1947 as a pharmacist in the pharmaceutical manufacturing and packaging department. Over the years he had been involved in a number of areas including the manufacture of malt extract for the now discontinued Kepler products, and the glass

printing, filling and sealing of ampoules.

In 1959 Mr Brunning was appointed manager of the general packaging department. He played a key role in the major development of the pharmaceutical operations which culminated in the opening of the extended pharmaceutical building in 1970.

He travelled extensively in the UK and Europe seeking and assessing equipment before returning to production management as manager of the extended sterile products department, in which position he remained until his death.

Duncan: Recently, Mr John Duncan, MPSNI, 36 Main Street, Ballymoney, co Antrim, aged 60. Mr Duncan qualified in 1935 going to Ballymoney in 1937.

Gordon: Recently, Mr John Thomson Gordon, MPS, 26 Cairncry Avenue, Aberdeen, aged 64. Mr Gordon was in business at Braemar, Aberdeenshire, for over 30 years retiring through ill health three years ago.

NEWS IN BRIEF

□ In the Commons Mr Graham Page, Minister for Local Government and Development, told Mr T. Dallyell that a scientist was to be seconded to his Department to undertake a survey of the nature and extent of non-agricultural uses of pesticides, and the possible need for appropriate controls.

□ In the House of Lords, Lord Davies of Leek asked whether the Government would amend the Medicines Act so that no new drug could be licensed or marketed in this country without effective reputable clinical trials within Britain. Lord Aberdare, Minister of State for Social Security, refused.

□ Thirty-two per cent of pharmacies in Madrid have been illegally selling amphetamines according to a survey reported in *Medical News-Tribune*. Only eight per cent were found to be selling oral contraceptives without a prescription.

□ All of the 64 samples taken under the Birmingham drug testing scheme were genuine, reports the city analyst in his report for the quarter ended March 31.

□ The general index of retail prices in May was 162.6 (January 1962=100), compared with 161.8 in April.

Topical reflections by Xrayser

B P C

A new "Martindale" is due very shortly, and although the price of the new volume would have resulted in something approaching to apoplexy in my old apprentice master, it is important to remember that the condition would have been a constantly recurring one, for such items as salaries and wages, rates and taxes, not to mention incidentals like postages and telephones, would all have contributed.

Nevertheless, I have always regarded the *Extra Pharmacopoeia* as not merely an addition but a necessity, and I have tempered the wind to the shorn lamb by sending off my cheque in good time.

The Council of the Pharmaceutical Society has also intimated what it is pleased to call "tentative lists of additions and deletions" from the British Pharmaceutical Codex of 1973, and once more we are to be present at the demise of a number of items which have been friends over a long period of years, though we have not been meeting so frequently as in days of yore. Some of the deletions concern articles which have had almost a walking-on part. As such, they have made little impression and, indeed, have been only names to most of us. They will probably find a home and a haven of rest in "Martindale" which is enriched by its affinity to Autolytus, that snapper-up of unconsidered trifles. That is one of its "extras" and its charms.

But we are to say farewell to aconite liniment and its alphabetical compound, Lin. ABC, and because elixir of diamorphine and terpin goes, so also does terpin hydrate. The fragrance of the latter, on powdering it in a mortar, brought memories of the Western Highlands and the pine plantations. But the canary fancier will be glad to know of the addition of compound tincture of gentian, and the birds themselves will sing with increased joy.

Chemical food

There also goes non-staining iodine ointment, which I made in my youth. It is just possible that it never did any harm to anyone, but that is to damn it with faint praise. And what is this? Ferrous phosphate syrup, compound! That "chemical food" of Dr Parrish, found in every household in the land, and—let us whisper it—still bought by mothers whenever their children are off their food or are so lacking in natural mischief as to cause misgivings.

Easton's syrup, never a completely satisfactory preparation, also goes by the board. Many a paper was presented on that subject to science sessions, but no-one now exhibits the slightest interest. It is just possible that the only way to procure it—today would be to start from scratch in the pharmacy by searching for the old pastille tin that contained the iron wire. I don't recognise "Iodine paint, compound," unless it be the throat paint of Mandl, which served a useful purpose before the advent of antibiotics.

Temporary accommodation

And silver nitrate, "mitigated". How did it come to acquire that description? There are others which, despite the disapproval of the experts, will continue to be requested—particularly by one or two physicians who have not yet heard that we have "gone metric". I looked at some of the preparations in the pharmacy today, but refrained from apprising them of their loss of status. They probably feel sufficiently neglected already.

NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Blush and Shine

To tie in with their bright and "roguish" autumn Dandy Look, Coty are launching Blush and Shine (£1.95), described as a totally new concept for cheeks.

It consists of a circular tortoiseshell compact with mirror, containing frosted gloss for cheekbones in the centre, surrounded by creamy blusher for blending to give a soft natural finish. Blush and Shine, due on counter in mid-September, comes in three shades, Brownberry, Pinkberry and Coralberry (Coty Ltd, Great West Road, Brentford, Middlesex).

Tosca revives romance

The "romantic revival" is being used as the theme for the relaunch throughout Europe of the fragrance, Tosca, presented in packs with a cameo picture set in gold, and a blend of blues and greens.

The range consists of Eau de Cologne in a 75g aerosol (£1.20) and 50ml (£0.90) and 25ml (£0.55) bottles and Eau de Parfum in 60ml (£1.80) and 25ml (£0.85) bottles (Scott & Bowne Ltd, 50 Upper Brook Street, London W1).

Le Lipstick

Helena Rubinstein have introduced a range of frosted lipsticks, Le Lipstick "Moisture Ices" (£0.67), which are presented in floral cases. They are due to be on sale mid-July and come in six shades, Pink Sparkle, Coral Dazzle, Plum Dazzle, Copper Sequins, Honey Glace and Frozen Brandy.

The company claim that until now frosted lipsticks have tended to be drying, and that their new range contains moisturising emollients and a sun screen to give winter and summer protection (Helena Rubinstein Ltd, 31 Davies Street, London W1).

Guerlain newcomers

Among the recent arrivals to the Guerlain range is treatment foundation (£3.70), which is said to be formulated mainly for the older age groups and for all skin types except the very sensitive.

Available in five shades, Peche (peach), Ble (corn), Miel (honey), Soleil (bronze)

and Sable (beige), the product incorporates emulsified fixative materials which hold the soluble lacquer colourants while assisting the treatment action.

Guerlain have also brought out cleansing jelly (£1.70) in a 110cc container, recommended for most skins except the very dry. It is a pink, lightly-perfumed gel to be used like a liquid soap yet is designed not to dry or unbalance the skin. New shades from the company are Saphir and Amethyste eyeshadows in compacts containing frosted and matt, and Mandarine lipstick and Myrtille lipgloss (Guerlain Ltd, 22 Aintree Road, Perivale, Greenford, Middlesex).

Coty's flowing colour

Coty have launched Flowing Lipcolor (£1.25), a lipstick and brush in a wand, which is designed to give the lips a well defined outline without the colour spreading beyond the edges.

The creamy preparation has a moisturising effect and contains hydrolised protein, while it is said to give a more lustrous shine than possible with the conventional types of lip product formulas.

Gillette's 'twin' blade

Gillette launched this week their GII twin razor blade (£1.25), which, as reported in last week's *C&D* (p5) is based on a cartridge (four for £0.33) incorporating two blades—one to cut and lift the whisker and the other to remove the stubble before it withdraws into the follicle.

The sell-in to the trade for the razor began this week and will be completed by the end of this month when each stockist will have had the opportunity to buy a counter merchandiser containing six razors and six cartridges, flashed with the introductory offer (see p 41). These will all be invoiced through wholesalers.

The research and development preceding this launch includes solving the problem of the distance required between the two blades. This was achieved by attaching nylon thread to a whisker on a man's face, drawing the thread through a pulley and tying it to an 8g weight, which is just below the pain barrier. The whisker

There are 12 shades in the range, Fireball Red, Coral Drops, Molten Copper, Rosewater, Wet Rubies, Strawberries, Crushed Plum, Juicy Melon, Pinkrain, Great Wine, Rich Earth and Melting Chocolate (Coty Ltd, Great West Road, Brentford, Middlesex).

'Natural' lashes from Miners

Miners have introduced two lashes which are designed to appear as natural as possible. Crisscross (£0.50), cross over each other at the base and Underlash (£0.50) which are wispy and uneven in length. Both are available in black or brown.

The company have also introduced two new shades of frosted nail polish—Red Peril and Orange Menace, both priced at £0.25 (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey).

One Plus One

Dana are introducing a fragrance spray with a deodorant additive known as One Plus One (£0.35). Presented in a 13g green and white aerosol, it is an Eau de Toilette with ingredients including cedar wood, geranium, citrus and rosewood and a non-

was then cut and photographed, allowing the retraction process to be timed and therefore the necessary space assessed.

The GII, on sale for about four months in America and one month in Germany, is the UK's third shaving system to join this growing sector of the market. Gillette's marketing manager, Mr Derek Coward, told *C&D*: "Each year we undertake a large scale shaving study and have noted since 1967 a steady move away from the double edge razor and it is significant to note that in our latest study less than six out of 10 of all shavers are now using a double edged razor.

"A further point of significance is that the 'new system' user tends to be the younger rather than the older shaver. Obviously it is these facts observed in many developed markets that have led us in Gillette UK to turn our active attention to the 'new system' market, firstly with Techmatic as long ago as 1966 and now with the GII twin blade razor. The growth in Techmatic has been dramatic and even though faced with the launch of a new competitive system last Christmas we recorded our best ever Christmas sales and Techmatic sales this year to date are setting an all time record."

The GII is also claimed to reduce the likelihood of cutting the skin, through the pressure being spread over two blades instead of concentrated on one as in the double edge equipment.

The company estimates that by 1975, nearly half all wet shavers will be using one of the new systems and that the users of the GII will exceed the current 2½ million of the Techmatic, of which half are believed to have been using Gillette equipment previously, a quarter electric shavers and a quarter competitors' products (Gillette Industries Ltd, Great West Road, Isleworth, Middlesex).



hexachlorophane deodorising agent. One Plus One is due to be on sale by the end of July and is designed to appeal mainly to the younger set as a freshener (Dana Sales Ltd, 19 Grosvenor Street, London W1).

Foot care

Scholl's autumn collection

For the autumn and winter, Scholl are introducing clogs and sandals in suede (£4.99), specially treated to make them stain and water resistant.

Available in sizes ranging from three to seven, the clogs come in Cognac (brown) and Aubergine (plum) while the sandals, of an interweave design with adjustable strap, are presented in denim blue. The range, to be delivered to the trade in September, will be advertised in the Press during the Autumn (Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH).

Sundries

Vacco luxury jug

Vacco have introduced a "luxury" jug, designed for the Christmas and gift trade. Coming in either a gift pack (£1.95) or standard pack (£1.80), it has a capacity of 36fl oz (1 litre), incorporates the brand's leakproof closure and has an olive-green case (Vacco Ltd, Grosvenor Gardens House, Grosvenor Gardens, London SW1).

Beanstalkers tights

Selling in to chemists began last week of Bear Brand's new range of tights, Beanstalkers (£0.30). These one size micromesh tights with reinforced pantie are available in six shades ranging from light to dark and including grey, and are presented in a pastel coloured wallet (South Coast Hosiery Ltd, Benson House, Weir Road, London SW12).

Household

Fabric painting

Dylon have launched Paintex (£0.08), a dye thickener which used with Dylon cold dyes allows colour fast painting on most natural fabrics. The product comes in a display outer containing 24 packs, each of which consists of one sachet of Paintex, a sachet of cold dye fix and an instruction leaflet (Mayborn Products Ltd, 139 Sydenham Road, London SE26 5HD).

New Alphakil pack

Rentokil's Alphakil Mouse Killer has a new look. It is now repackaged in sealed cartons each containing five sachets of Alphakil and can be tab sealed after use. The new cartons come in a red, black and white counter display outer containing 24 cartons.

Alphakil is cleared by The Ministry of Agriculture, Fisheries and Food under The Pesticides Safety Precautions Scheme. The Scientific Advisory Committee of the Universities Federation for Animal Welfare has expressed the opinion that Alphakil mouse-bait is humane.

The company say that with warfarin-resistant mice on the increase in London and elsewhere, Alphakil is providing the answer to most mouse problems. Its action relies on hypothermia, the mouse on eating the bait is put to sleep. As its

PRESCRIPTION SPECIALITIES

CHLOROMYCETIN Redidrops

Manufacturer Parke, Davis & Co, Usk Road, Pontypool, Mon NP4 8YH

Description Isotonic solution containing in 1ml chloramphenicol 5mg, boric acid 15mg, borax 3mg, phenylmercuric acetate 0.02mg, purified water qs to 1ml

Indications Treatment of bacterial conjunctivitis

Contraindications Hypersensitivity to chloramphenicol

Dosage Two drops to be applied to the affected eye every three hours or more frequently if required. Treatment should be continued for at least 48 hours after eyes appear normal

Storage In a refrigerator until dispensed. Protect from light

Pack Amber, plastic 10ml bottle with integral dropper (£0.32 trade)

Supply restrictions TSA

Issued July 7, 1972

IPROGEN tablets

Manufacturer Genethic Pharmaceuticals (UK) Ltd, Abbey Life House, St Paul's Churchyard, London EC4

Description Orange sugar-coated biconvex tablets each containing 25mg imipramine hydrochloride

Indications Endogenous depression

Contraindications Do not use with monoamine-oxidase inhibitors. Contraindicated in neurotic or reactive depressive illness

Dosage Adults 25-75mg by mouth three times a day. Elderly or debilitated patients 10-30mg three times a day

Notes Imipramine increases sensitivity to alcohol and patients should be warned of this danger

Side effects Dryness of mouth, tachycardia, moderate hypotensive effects, occasionally blurring of vision

Storage In air-tight containers and protected from light. Stability under these conditions two years

Pack 250 tablets (trade price £1.30)

Supply restrictions P1, S4B

Issued July 1972

TETRAGEN capsules and mixture

Manufacturer Genethic Pharmaceuticals (UK) Ltd, Abbey Life House, St Paul's Churchyard, London EC4

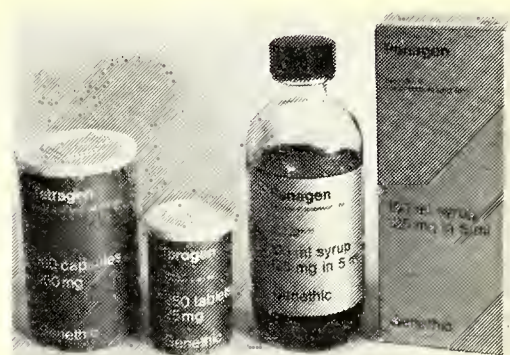
Description Scarlet opaque gelatin capsules (two-piece) size no 1, each containing 250mg tetracycline hydrochloride incorporating the company's symbol. Tetracycline hydrochloride mixture containing 125mg in each 5ml

Indications Treatment of infections caused by tetracycline-sensitive organisms. For staphylococcal and streptococcal infections in penicillin-sensitive patients

body temperature drops the mouse dies in its sleep (Rentokil Ltd, Felcourt, East Grinstead, Sussex).

Commercial cleaning

A new product from Johnson Wax Ltd—Super Pledge multi purpose spray polish—has been developed to deal with the more arduous cleaning, polishing and protecting requirements of commercial, industrial and institutional establishments.



Contraindications Should not be given to pregnant women and infants or to children up to 12 years old because of interference with growth and development of teeth

Dosage Children 2.5-7.5mg per kilo body weight every 6 hours by mouth. Adults 250-500mg orally every 6 hours. Up to 4g daily may be given in severe infections

Side effects Nausea, vomiting, diarrhoea. Rarely drug fever and allergic skin rashes. Very rarely occurrence of staphylococcal entero-colitis due to development of resistant organisms

Storage In air-tight containers, protected from light. Stability 2 years from date of manufacture. Decomposes in presence of moisture and warmth to producing toxic decomposition products

Packs 100 capsules (trade price £1.25); 500 ml mixture (syrup) (£1.20)

Supply restrictions TSA

Issued July 1972

PENAGEN capsules, tablets

Manufacturer Genethic Pharmaceuticals (UK) Ltd, Abbey Life House, St Paul's Churchyard, London EC4

Description Capsules and tablets each containing 250mg of phenoxymethylpenicillin (potassium salt). Capsules are size no 1 pink opaque gelatin (two piece), and tablets are white biconvex, both incorporate the company's symbol. The mixture (125mg per 5ml) conforms to phenoxymethylpenicillin mixture BPC

Indications Infections due to penicillin-sensitive organisms

Contraindications Use with caution in patients with bronchial asthma or other symptoms of allergy

Dosage Adults 125-250mg; children 60-120mg; infants 30-60mg. These doses should be taken four hourly, but not more frequently

Side effects Some patients become hypersensitive to penicillin and urticarial rash may appear. Rarely severe and even fatal reactions may occur. Occasionally transient diarrhoea

Storage In air-tight containers. Stable for 2 years (tablets and capsules). Mixture when made up and stored at 20°C retains potency for 7 days; otherwise 1 year

Dispensing diluent Water (for Penagen mixture)

Packs 100 capsules or tablets trade price £0.80; 100ml mixture £0.28

Supply restrictions Therapeutic Substances Act

Issued July 1972

It is claimed to remove in a simple cleaning operation dust, stains, smudges and fingermarks, etc, while producing a rich "double wax" shine.

It can be used to clean and protect light and dark furniture, plastic tops, leather, articles, mirrors, chrome, stainless steel, porcelain and ceramic surfaces, enamel finishes, vinyl upholstery and marble (The Service Products Division, Johnson Wax Ltd, Frimley Green, Camberley, Surrey).

TRADE NEWS

Successful 'toddler' campaign

The Farleymen television campaign and the strategy of attacking the "toddler" market has increased ex factory sales of Farleys rusks by 18.5 per cent.

This increase has also been reflected in consumer and retail audits the main points being: family pack sales in multiples are up 29.4 per cent in the five months of the campaign to February 1972 compared with the same period in the previous year and purchases by mothers with more than one child under three years old are up by 40 per cent on the period prior to the start of the campaign.

The company are extending the TV campaign to embrace the Scottish, Grampian, Tyne-Tees and Ulster TV and Border areas.

"Overall we shall be investing in the order of £250,000 on TV alone this year", says product manager Mr Bryan Farrar. "This will mean we will be aiming for a 30 per cent heavier weighting on all TV stations in the next six months than was achieved last year."

Sampling will be maintained at a high level; there will be a major on-pack promotion in the Autumn plus a co-ordinated programme of public relation activities to extend the toddler development campaign.

"In the past nine months we have accomplished two major points," continues Mr Farrar. "We have adopted and implemented the new 'Farleymen' image right across our range of products. At the same time we have identified and proved that our market is not only 900,000 babies, but also 3.6-million toddlers. In short it may be increased 400 per cent. Now in 1972/3, we aim to employ every marketing opportunity and device to contribute to, and expand our sales in that market."

New strength of Keflex

Eli Lilly & Co Ltd, Basingstoke, Hants, have introduced Keflex (cephalexin monohydrate) 250mg tablets, with identi-code U57, in packs of 20 (trade £2.81) and 100 (£13.50).

Lists of ingredients

The listing of ingredients of toiletry products for external application has been brought to public attention recently by the introduction of the French range of skin care products, Vichy, which is being handled exclusively through Boots. This factor has received considerable mention in the consumer Press and is also a noteworthy feature in Pharmaton's three products—Skin activator, Hair tonic and Royal bath, all of which include leaflets detailing all ingredients.

These were introduced about two years ago as a logical progression from Pharmaton capsules, which are also designed

to alleviate the effects of stress, fatigue and ageing.

Skin activator, in 90g packs (£3.50) can be used on any part of the body, and like the other preparations is designed for use by both men and women. According to Pharmaton, some people have found their skin looks worse during the first few days of use, a muddy or blotchy appearance or slight peeling. However, these are said to disappear rapidly.

Hair tonic (£2.63) is designed to disappear into the scalp quickly without leaving oily residue and Royal bath (£2.37) cleanses and softens the skin, while it is claimed also to be applicable as a biological shampoo, augmenting the tonic.

Main distributors are Vestric Ltd, Chapel Street, Runcorn, Cheshire.

Philips "picnic" for dealers

Commencing this month, Philips Electrical Ltd (Lighting Division) City House, 420 London Road, Croydon CR9 3QR, will be offering a popular idea in product presentation—a "picnic" box.

The polythene box contains Philips Photoflux range of flashcubes and flashbulbs, and, for the first time, Philips batteryless flashcube—the Magicube.

As against the battery operated PFC4 flashcube the Magicube is mechanically operated by the camera mechanism. Each cube contains four flashes and three cubes are packed in a presentation sleeve.

In all a total of 326 "flashes" will be included in the "picnic" box comprising, 40 PF1B Flashbulbs, 70 AG3B Flashbulbs, 45 PFC4 Flashcubes, (180 flashes) and 9 Magicubes (36 flashes).

When the contents have been sold the dealer retains the box for picnic outings.

Aronde pouchettes

A new pouchette is bought once a year by ten million women and some of those buy two or three. This has been shown by research statistics compiled on behalf of Aronde Laboratories Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight, who offer retailers 50 per cent profit or more on cost.

Screen printing

As an example of their work, Kenton Display Studio Ltd, 21 Bissell Street, Birmingham 5, have reproduced an original painting by George Busby FRSA their chief designer. Mr Busby has long been established as a designer of point-of-sale aids, one of the specialties of the company, but it was only a little over two years ago that he decided, at the age of 42, that he would try his hand at painting. Now, without any formal art training he has held two one-man exhibitions, has been elected a member of the Society of Industrial Artists and more recently made a Fellow of the Royal Society of Arts. The reproduction of one of his paintings on a limited run demonstrates the quality of the company's screen printing process.

Orlane distribution

We have been asked to point out that orders for Orlane products should be directed to Jean d'Albret-Orlane Ltd, 125 High Holborn, London WC1 6BR and not as stated in our issue of June 24.



Colgate relaunched

Colgate dental cream is being relaunched as a fluoride toothpaste. This follows three-year trials among schoolchildren which are claimed to have shown that new formulation with MFP fluoride cuts down tooth decay by up to 30 per cent.

Presented in the four sizes at the same prices as the original toothpaste, it is said that the test market results in the Tyne-Tees area show an increase of brand share to 33 per cent (Colgate-Palmolive Ltd, 76 Oxford Street, London W1).

Redesign for Limmits packs

Uniclife Ltd, Unimart House, Stonar, nr Sandwich, Kent are introducing new designs on their Limmits pack, which incorporate a close-up photographic shot of the biscuit or bar and a new logo. It is expected that the full range of 26 varieties will be on sale in the new packs by mid-August.

Sheer Silk improvement

On sale at most Co-op outlets this month are two new products under the company's own label, Sheer Silk. These are a hairspray in a 150g aerosol (£0.18) for all hair types and "luxury" talc in a 250g can (£0.16).

Bonus offers

Bayer Pharmaceuticals Ltd, Haywards Heath, Sussex RH16 1TP. Bayolin. 84 invoiced as 72. 180 invoiced as 144. 384 invoiced as 288 (until October 31).

Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex. Rosedale Lanospray aerosols 127g, 200g, 108 invoiced as 72. Family shampoo 280cc 84 invoiced as 72. Herbal bath sachets 42 invoiced as 36. Stop It 12 invoiced as 9. Colortint 36 invoiced as 30. Frador 12 invoiced as 11, 36 invoiced as 30. Fradojel 12 invoiced as 11, 36 invoiced as 30.

Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland. Thicken Hair 96 invoiced as 72 while stocks last.

LR Industries Ltd, 8 Chingford Mount Road, London E4 9AE, Marigold Suregrip Heavyweight all-purpose house gloves. 13 invoiced as 12 (until September 1).

The Service Products Division, Johnson Wax Ltd, Frimley Green, Camberley, Surrey. Super Pledge Extra £0.25 per case discount.

PROMOTIONS

Large Gillette launch

The biggest razor launch ever is the claim for Gillette's new product, the GII twin-blade razor.

As well as advertisements appearing in the *Sunday Express*, *News of the World*, *Radio Times*, *TV Times* and the *Reader's Digest*, the television campaign is intended to reach a potential audience of 90 per cent of all men about 17 times each.

For added impetus, the launch is accompanied by a consumer offer of 50p off the recommended retail price of £1.25 (Gillette Industries Ltd, Great West Road, Isleworth, Middlesex).

Skin Dew offers

Selling in begins on Monday for Helena Rubinstein's summer offers from the Skin Dew range. They consist of a free 17cc eye cream (value £1.15) with each 28cc emulsion at £0.80, a free 30cc container of cream (value £1.42) with each 56cc emulsion for £1.33 and a free 340cc herbal lotion (value £1.85) with each 112cc emulsion at £2.12 (Helena Rubinstein Ltd, 31 Davies Street, London W1).

Alo's national boosts

A programme to boost the sales of Alo cosmetics began last month with an offer in *Woman's Own* for a twin pack of Fashion tan and After tan. This is to be followed shortly by their Moisture plus being included in the next parcel to be distributed by the Universal Beauty Club, backed up by newspaper and magazine advertising.

Alo Cosmetics Ltd, who operate on a chemist-only basis have approximately 250 agencies and are now aiming to acquire 200 more throughout the UK. According to their newly appointed managing director, Mr Malcolm Fell, the response to their campaign in *Woman's Own* "exceeded their expectations" (Alo Cosmetics Ltd, 184 Great Portland Street, London W1).

Success for New Bristows

Beecham are giving a 3p reduction on the price of bottles of New Bristows shampoo

and conditioner in one and a two-for-the-price-of-one offer on sachets of the same product.

This is designed to further the progress made so far by the brand and follows a recent three million 4p coupon drop which was linked to the second stage of the advertising programme scheduled to support the product launch.

The product is claimed to have attained brand share leadership according to Audit of Great Britain statistics, with 9 per cent of the total market for the four weeks ending June 3 (Beecham toiletry division, Beecham House, Brentford, Middlesex).

Sales spiral for Close-up

After only two months on the market, Close-up is claimed by the manufacturers to have captured a 12 per cent national brand share, according to statistics compiled by Television Consumer Audit. At the same time, the overall toothpaste market is said to have grown by 10 per cent during the same two-month period.

Commenting on the publicity campaign, Gibbs' sales director, Mr Allan Price said the company were convinced that the sampling and couponing campaign just launched will make the product's share even larger. "By the end of the summer we will have sampled Close-up throughout the country and most people will have received two 3p coupons as well".

Coupons are currently being "dropped" in the north and will also go to London, Midlands, Southern and Anglia television areas. The £500,000 television campaign will continue until the end of the year (Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1).

Femfresh on TV

The trend towards greater frankness in the advertising for feminine hygiene products is confirmed by the current Femfresh television commercial being shown on Thames, which, in a bathroom conversation between mother and daughter, mentions the product itself for the first time (Crookes Anestan Ltd, 1 Thane Road West, Nottingham).

Trufood refund offer

The Trufood refund offer is to be repeated this year, following its claimed success in 1971. The promotion, to run until April 30, 1973, entitles a mother to send in the packer's ticket from her first purchase of the product with a completed

coupon in exchange for which she receives a postal order for £0.44.

The details are explained in leaflets, containing the coupons, which are displayed in dispensers holding four cans. Furthermore, there is a bonus offer open to the trade until August 11 which consists of an order of 1-1½ doz tins to be invoiced at £4.02 per doz, 2-3½ doz tins at £3.96 per doz and 4 doz tins and more at £3.90 per doz (Cow & Gate Baby Foods, Guildford, Surrey).

Signal 2 painting competition

The first two Chopper bicycles given as prizes for the Signal 2 competition have been won coincidentally by two brothers, one from each of the 5-8 and 9-14 age groups. Apparently an overwhelming number of entries were received for the competition which remains open until December with 50 more bicycles to be won (Signal 2 Toothpaste Painting Competition, Elida Gibbs Ltd, Hesketh House, Portman Square, London W1).

Consumer offers

☐ On sale late July, a "double value offer 455cc size" of Desert Flower hand and body lotion for £0.62 (Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW3).

☐ The 1½ oz tube of Proteinail carries a 10p off flash for as long as stocks last (Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland).

☐ One Woodward's baby wipe sachet free in each Marigold threesome pull-on pants pack (LR Industries Ltd, North Circular Road, London E4).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Alka-Seltzer: All areas

Aquasil: So

Bisodol: Y, So, NE

Clinomyn smokers toothpaste: So

Close-up: All except E

Feel Free: All except E

Femfresh: Ln

Harmony Hairspray: All except E

Hedex: All except U, E

Light Powder Arrid Extra Dry: All except U, E

Lil-lets: Ln

Milk of Magnesia liquid: All except U, E

Milk of Magnesia tablets: All except U, E

Polaroid Super Swinger cameras: All areas

Right Guard: All except E

Shield: All except E

Signal: All except E

Sunsilk shampoo: All except E

Sure: All except E

TCP liquid: All except E, CI

Tegrin medicated shampoo: All except E

US antiperspirant: All except U, E

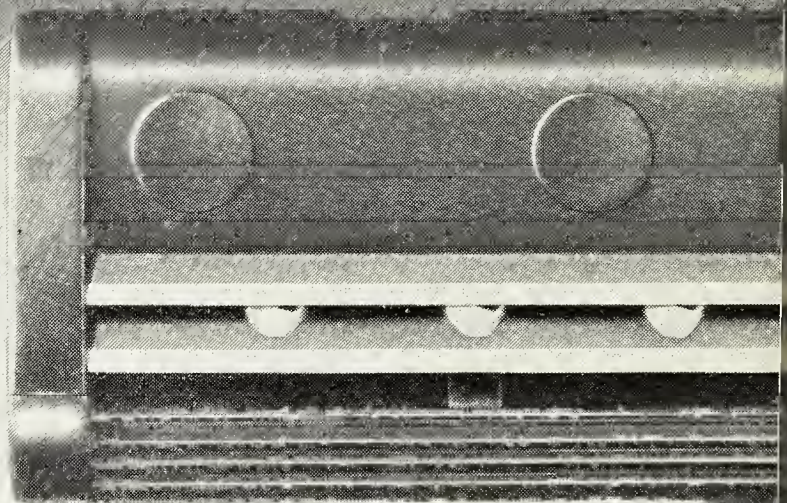
Zoflora: M, Lc, Y, NE, U

Zubes honey and lemon: Ln M, So



Gillette

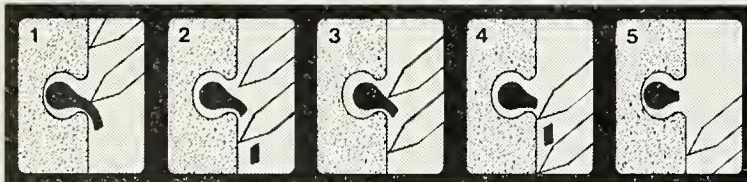
The new twin-blade razor th



The Razor.

The new Gillette GII can actually shave your customers closer than any single-blade razor.

Here's how:



1. Like all single-blade razors, the first blade lifts out more bristle than it shaves ... 2. Only a second blade following a split-second behind ... 3. Can shave that extra length of bristle before it retracts ... 4. Getting more of that bristle ... 5. Giving a much closer shave. That's why the new GII shaves close, then closer still.

The Advertising.

In advertising we're going to break some records too. This is going to be the biggest launch of a razor in Britain *ever* - our national TV coverage

adds up to 750 spots, reaching a potential audience of 90% of all men about 17 times each. And! we'll be in big-space advertisements in the Sunday Express,

News of the World, Radio Times, TV Times, and the Reader's Digest. And more important than anything else, we've got a product that men are going to notice, buy and talk about, so the new GII will practically advertise itself.

CHEMIST & DRUGGIST

price service

CUMULATIVE AMENDMENTS JUNE

QUARTERLY PRICE LIST

Prices are given per unit unless otherwise stated. Bold upright figures in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Upright figures (0.14) is a suggested guide.
r = Price reduced.
d = Delete.
i = Insert.

	Trade £.p	Tax £.p	Retail £.p
97 P de LL)			
1 oz	3.43dz	0.86dz	0.50
2½ oz	6.50dz	1.63dz	0.95
4 oz	11.65dz	2.91dz	1.70
8 oz	18.86dz	4.72dz	2.75
2 cc	3.08dz	0.77dz	0.45
4 cc	4.80dz	1.20dz	0.70
¼ oz	6.50dz	1.63dz	0.95
½ oz	14.74dz	3.69dz	2.15
1 oz	21.60dz	5.40dz	3.15
2 oz	36.00dz	9.00dz	5.25
OR MEN (468 F)			
ave lotion 110 cc	0.48	0.12	0.89
ve lotion 110 cc	0.37	0.09	0.69
cream brushless			
tube	0.37	0.09	0.71
lather tube	0.37	0.09	0.71
..	0.51	0.12	0.95
powder	0.33	0.08	0.61
water 110 cc	1.35	0.32	2.50
(Butler)			
es	0.08	0.02	0.15
nt	0.08	0.02	0.15
IN (878 Napp)			
120 ml	0.30	..	0.40
456 ml	1.10	..	1.47
2.27 l	4.76	..	6.35
20	0.19	..	0.26
100	0.85	..	1.14
500	3.80	..	5.07
C (1087 Roussel)			
eatment	0.80	0.20	TS
(1435 FS)			
bath	5.16dz	1.29dz	0.80
f. (1091 Rybar)			
150 ml	2.25dz	0.56dz	0.33
(882 KCL)			
have	No1	2.12dz	0.53dz 0.31
	No2	3.42dz	0.85dz 0.50
electric shave		3.42dz	0.85dz 0.50
cream			
No.1 brushless		1.37dz	0.34dz 0.20
No.2 brushless		2.05dz	0.51dz 0.30
No.1 lather		1.37dz	0.34dz 0.20
No.2 lather		2.05dz	0.51dz 0.30
(514 Gillette)			
ray		2.26dz	0.54dz 0.31
ne (1091 Rybar)			
tion solution			
28 ml	2.20dz	..	0.27½+
ENS (969 Pfizer)			
ptic aerosol (vet.)			
150 g	0.56	..	0.75
ARK (969 Pfizer)			
r aerosol 200 g	0.45	..	0.60

	Trade £.p	Tax £.p	Retail £.p
AGRIMIN (969 Pfizer)			
bullets cattle	10	3.98	.. 4.68
sheep	20	3.28	.. 3.86
AIRCEL (608 Hinders)			
insoles pair	1.92dz	0.24dz	
ALBRIGHT SCALE AWAY (26 A&W)			
4 oz	1.53dz	..	0.17
ALLERGAN (35 Allergan)			
(distributors 1121 Searle)			
soaking solution			
120 cc	0.46	..	0.69
wetting solution			
60 cc	0.44	..	0.66
ALL FOURS (488 Fylde)			
(distributors 234 Cartwright)			i
ALL FRESH (105 BTD)			
clean-up squares			
10 sachets	1.68dz	0.425dz	0.22
ALLPYRAL (1460 Dome)			
skin testing solutions	0.30	..	0.40
ALLPYRAL-MITE (1460 Dome)			
fortified set	10.50	..	14.00
ALOPECININ (1521 Pharm Dis)			
omade 1 oz	10.68dz	3.14dz	1.49 †s4B
tablets 30	10.68dz	3.14dz	1.49 †s4B
ALQUINAX (1068 Roberts)			
suspension 150 ml	3.40dz	..	0.44
tablets 25	2.63dz	..	0.34
ALTOIDS (1152 SK)			
	1.05dz	0.19dz	0.14
ALUPENT (145 Boehringer)			
(distributors 501 Geigy)			
obstetric ampoules 5	1.40	..	..
ALUSAC (218 Calmic) entire entry			d
AMARGYL (971 PSMB)			
tablets 50	0.30	..	0.45 †s4A
	500	2.455	.. 3.68 †s4A
AMBRAY (617 Holloway)			
bath crystals X.61	4.00dz	1.00dz	0.58½
bath cubes X.15	0.74dz	0.185dz	0.11
bath sparkle X.36	3.00dz	0.75dz	0.42
bubble baths			
Bill McBubble X.29	1.94dz	0.485dz	0.28½
Drummer boy X.27	1.46dz	0.365dz	0.21½
faceted X.71	2.66dz	0.665dz	0.39
floral X.15	0.74dz	0.185dz	0.11
framed X.55	2.66dz	0.665dz	0.39
Gaiety girl X.46	5.00dz	1.25dz	0.73
globes X.42	1.46dz	0.365dz	0.21½
trio pack X.57	4.40dz	1.10dz	0.64½
gold-topped X.49	1.27dz	0.32dz	0.18½
boxed X.52	3.27dz	0.82dz	0.48
Grecian X.66	6.67dz	1.67dz	0.97½
icicles X.62	3.00dz	0.75dz	0.42
miniatures-twinpacks			
X.63	3.34dz	0.835dz	0.49
foursome			
X.65	6.00dz	1.50dz	0.87½
swirl X.43	2.33dz	0.58dz	0.34
teardrop X.53	2.33dz	0.58dz	0.34
bubble bath angels X.72	1.46dz	0.365dz	0.21½
talc			
snowman X.22	1.16dz	0.29dz	0.17
AMBROSIOUS (1547 AHF)			
honey spread ..	..	..	0.47
tranquil small	0.21	0.055	0.37½
medium	0.37	0.095	0.70
large	0.54	0.135	1.00
AMINOPLEX-5 (503 G)			
1 litre	5.40		
AMM-I-DENT (1178 Stafford)			
toothpaste standard	1.095dz	0.275dz	0.14½
large	1.57dz	0.395dz	0.20½
AMOVON (44 Amovon)			
corn caps ..	0.06	0.015	0.10½
paste ..	0.045	0.0135	0.08
..	0.067	0.0166	0.12
AMPHETONE (1545 Vestric)			
entire entry			d
AMYTAL (413 Lilly)			
and ephedrine Pulvules 100			d



'Contac 400'
for 12 months
continuous profit!



	Trade £.p	Tax £.p	Retail £.p
ANADERM (705 Kirby)			
pile ointment 15 g	1.80dz	0.45dz	0.29 †
ANAROID (1091 Rybar)			
12 dp96	1.80dz	0.45dz	0.27
ANDURSIL (T) (501 Geigy)			
300 ml	0.85	0.21	
ANIMALINTEX (1073 Robinson)			
poultice dressing (vet.)	2.624 (1½ dz)	0.656 (1½ dz)	0.40
ANKLE VIGGER (608 Hinders)			
ankle bandage No1 pair	7.20dz	..	..
natural pair	6.24dz	..	..
ANSOCHROME (490 GAF)			
films including processing			
daylight 64 120/12	..	..	1.00
126/20	..	..	1.27½
135/20	..	..	1.27½
135/36	..	..	1.85
daylight 200 135/20	..	..	1.50
135/36	..	..	2.15
500 135/20	..	..	1.70
ANTAGAL (1068 Roberts)			
suspension 150 ml	1.94dz	0.48dz	0.29
tablets 48	1.73dz	0.43dz	0.26
ANTHISAN (971 PSMB)			
elixir 125 ml	0.16	..	0.24 †s7
1 l	0.70	..	1.05 †s7
ANTOIN (311 C)			
20	0.10	0.03	0.18 †s7DD1
APROTEN (227 Erba)			
dietetic semolina 200 g	0.30	..	0.45
AQUA MANDA (532 Goya)			
hair spray 170 g	0.258	0.064	0.45
for men			
after shave	0.258	0.064	0.45
antiperspirant spray	0.24	0.06	0.42
Cologne	0.286	0.07	0.50
man talc	0.189	0.047	0.33
pre-shave	0.258	0.064	0.45
AQUA NET (109 BCL)			
hair spray 80 g	1.465dz	0.365dz	0.21
118 g	1.60dz	0.40dz	0.23
150 g	1.88dz	0.47dz	0.27
320 g	2.99dz	0.75dz	0.43
sachet	0.42dz	0.10dz	0.06
unscented 8 oz	1.465dz	0.365dz	0.21
16 oz	2.99dz	0.75dz	0.43
ARCANCIL (1279 V of M)			
eyebrow brush 222	..	..	0.30
eyelash grower 777	..	..	0.40
eyelashes 611	..	..	0.90
eye liner liquid			
regular 490	..	..	0.48
pearl 490N	..	..	0.48
brush 110	..	..	0.30
eye make-up remover			
260	..	..	0.25
290	..	..	0.48
eye pencil			
regular 555	..	..	0.20
pearl 755	..	..	0.20
sharpener 520	..	..	0.25
self-sharpening 999	..	..	0.48
refill 999R	..	..	0.25
eye shadow cream 225	..	..	0.48
powder 160	..	..	0.55
stick 640	..	..	0.35
pearl 640N	..	..	0.35
mascara trial 220	..	..	0.25
large 335	..	..	0.40
refill 335 R	..	..	0.25
brush-on 270	..	..	0.70
refill 370	..	..	0.35

Specify **Wellcome*** Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin

  **Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent** *Trade Mark

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ARDENA (60 Arden)				BARMENE (793 MFL)				BLEASDALE'S (139 Bleasdale)			
bronze glo 712.00	..	..	0.85	pure yeast extract 3½oz 1.35dz	..	..	0.15	antiseptic ointment	25 g	0.50dz	0.125dz
covering cream 123.01	..	..	0.95	low sodium 3½oz 1.44dz	..	..	0.16	50 g	0.70dz	0.175dz	
mask 108.99	..	..	1.60	7oz 2.25dz	..	..	0.25	bronchial emulsion	100 ml	0.73dz	0.18dz
powder 511.00	..	..	1.30	1lb 4.42dz	..	..	0.46	250 ml	1.13dz	0.28dz	
520.00	..	..	1.25	7lb 1.92	..	..	2.40	500 ml	1.88dz	0.47dz	
refill 514.00	..	..	1.70					chillie paste	50 g	0.74dz	0.185dz
sun control 713.00	..	..	1.20	BAYER (97 Bayer)				compound	25 ml	0.96dz	0.24dz
traveller II case 956.00	..	..	2.25	aspirin tablets 30 0.065	0.02		0.12	50 ml	1.68dz	0.42dz	
wax depilatory set				B.B.P. (1371 WDR) entire entry				coconut oil shampoo	100 ml	0.78dz	0.195dz
720.01	..	..	2.95	B.B.P. (1615 BBP)				zinc and castor oil cream	25 g	0.45dz	0.11dz
721.00	..	..	0.95	baby bibs pinafore .. 1.35dz	..	..	0.18	50 g	0.55dz	0.135dz	
				plastic .. 0.375dz	..	..	0.05	100 g	0.94dz	0.235dz	
AROBON (883 Nestles)				baby pants							
powder 150 g 2.83dz	0.71dz		0.38	small or medium	0.525dz	..	0.06½				
ARRID (235 CW)				ex.large	0.625dz	..	0.07½				
antiperspirant deodorant aerosol				assorted colours large	0.50dz	..	0.06				
light powder 130 g 3.08dz	0.73dz		0.40	elastic ex.large	0.60dz	..	0.07½				
190 g 3.85dz	0.92dz		0.50								
255 g 4.86dz	1.16dz		0.63	frilly							
ASCABIOL (971 PSMB)				plain .. 1.35dz	..	..	0.18	BLINK-N-CLEAN (35 Allergan)			
emulsion 200 ml 0.26	..	..	0.39	coloured .. 2.00dz	..	..	0.22½	(distributors 1121 Scarle)			
ASCALIX (1301 WM)				embossed .. 2.00dz	..	..	0.22½	contact lens solution	7.5 cc	0.36	0.54
syrup 30 ml 0.12	..	..	0.18	coloured .. 2.20dz	..	..	0.25				
ASCON (311C)				flowered .. 2.50dz	..	..	0.27½	BLISS (641 HSL)			
tablets 20 0.10	0.03		0.18*	potties .. 1.00dz	..	..	0.12½	foot powder 60 g	0.11	0.03	0.19
ASH (1556 Farillon)				soothers .. 0.75	..	..	0.04	BLOC-MEN (845 GM)			
dental floss 12 yd 0.96dz	0.24dz		0.14	(3 dz)				emulsion	0.35	0.08	0.58
ASHFORDS (1141 Simpkin)				BEECHAM'S (104 BP)				stick	0.30	0.08	0.50
scissors nickel plated				pills 1.325dz	0.335dz		0.17	BLUE EYETEC (1073 Robinson)			
nail straight 401A 2.25dz	tax paid		0.28	powders				first aid dressings with			
nail curved 403A 2.65dz	tax paid		0.33	+ hot lemon 30 0.875	0.22		0.04½	metallic strip waterproof			
cuticle straight 405A 2.25dz	tax paid		0.28	(2½ dz)	(2½ dz)			dressing strips			
cuticle curved 407A 2.65dz	tax paid		0.33	BELLAIR (109 BCL)				¾ in x 2½ in 48 0.225			
pocket 409A 2.40dz	tax paid		0.30	hair spray				144 0.645			
nurses sh/sh 411A 4.05dz	tax paid		0.50	aerosol 118 g 1.465dz	0.365dz		0.21	¾ in x 3 in 48 0.265			
sh/bl 413A 4.05dz	tax paid		0.50	200 g 1.95dz	0.49dz		0.28	144 0.685			
bl/bl 415A 4.05dz	tax paid		0.50	303 g 2.65dz	0.66dz		0.38	1½ in x 3½ in 50 0.515			
household 417A 5.25dz	tax paid		0.65	squeeze spray				1½ in x 2½ in 50 0.30			
scissors stainless steel				75 cc 0.87dz	0.22dz		0.12½	1 in x 1½ in 50 0.25			
nail straight 402A 3.45dz	tax paid		0.43	refill sachet	0.42dz		0.06	finger dressing			
nail curved 404A 3.95dz	tax paid		0.48	40 cc 0.42dz	0.10dz		0.06	1 in x 7 in 24 0.525			
cuticle straight 406A 3.45dz	tax paid		0.43	bottle				wound dressing			
cuticle curved 408A 3.95dz	tax paid		0.48	75 cc 0.70dz	0.17dz		0.10	2 in x 3 in 50 0.66			
pocket 410A 3.60dz	tax paid		0.45	shampoo liquid sachet 0.14dz	0.045dz		0.02	1½ in x 2 in 50 0.36			
nurses sh/sh 412A 5.50dz	tax paid		0.68	bottle 0.70dz	0.17dz		0.10	without metallic strip			
sh/bl 414A 5.50dz	tax paid		0.68	talcum .. 0.77dz	0.19dz		0.11	dressing strip			
bl/bl 416A 5.50dz	tax paid		0.68	BELL'S (108 Bell)				¾ in x 1½ in 144 0.59			
household 418A 7.65dz	tax paid		0.95	pet remedies				wound dressing			
nail clippers 433C 1.60dz	tax paid		0.20	blood salts powder				1½ in x 1½ in 50 0.32			
nail files stainless steel				20 g 0.08	0.02		0.12	waterproof strapping			
assorted 431C 0.84dz	tax paid		0.10	100 g 0.14	0.035		0.20	½ in x 5 yd 12 1.06			
tweezers chrome				budgie tonic 0.06	0.015		0.11	1 in x 5 yd 12 1.51			
assorted 432C 1.20dz	tax paid		0.15	canker lotion 0.14	0.035		0.25	2 in x 5 yd 12 2.495			
ASILONE (117 BPL)				powder 0.08	0.02		0.15	3 in x 5 yd 12 3.325			
paediatric sachets 25 0.24	0.06		0.42	cough tablets (dogs or cats)				BLUE GRASS (60 Arden)			
suspension 300 ml 0.73	0.18		1.27	diarrhoea tablets 0.07	0.02		0.12	bath cubes 733.75	..	..	0.90
tablets 250 mg 12 0.18	0.05		0.32	eczema ointment 0.09	0.025		0.17	bath mitt 743.75	..	..	1.35
50 mg dp 100 1.23	0.31		2.15	eye lotion 0.14	0.035		0.25	bath oil 766.82	..	..	2.50
dp 100 0.53	0.13		0.92	ointment 0.08	0.02		0.15	766.00	..	..	1.80
ATENSINE (117 BPL)				gastritis tablets 0.07	0.02		0.12	bath salts 762.75	..	..	1.40
tablets 2 mg 250 1.02	..	..	1.53 †s4B	Katnips powder 0.08	0.02		0.14	brilliantine 301.75	..	..	0.70
1000 4.00	..	..	6.00 †s4B	tablets 0.05	0.015		0.09	deodorant liquid 724.90	..	..	0.70
5 mg 250 1.54	..	..	2.31 †s4B	laxative tablets 0.05	0.015		0.09	roll-on 731.00	..	..	0.70
1000 5.90	..	..	8.85 †s4B	Mange-Pak 0.08	0.02		0.15	spray 722.75	..	..	1.50
ATKINSON & BARKER'S (1418 Strenoi)				Moultur 0.06	0.015		0.11	stick 729.00	..	..	0.75
infants' gripe mixture 0.95dz	0.24dz		0.14	pet ointment 0.09	0.025		0.17	fluffy cream 730.00	..	..	0.75
ATLAS (1233 Thorn)				sedative tablets (dogs & cats)				755.75	..	..	0.80
Magicube X (3) 0.66				shampoo liquid 0.13	0.035		0.12	739.75	..	..	1.20
Magicube X (2)				0.18	0.045		0.32	oval 746.75	..	..	1.70
ATRIKO (1164 SSL)				Snowcoat (dogs & cats) 0.09	0.025		0.17	round 754.75	..	..	1.80
hand care 165 g 4.244dz	1.023dz		0.58	worm capsules (dogs) 0.08	0.02		0.14	lightweight 744.75	..	..	0.85
AURACET (1305 WB)				worming oil 0.07	0.02		0.13	eau de parfum 800.38	..	..	1.00
cardrops 15 ml 0.16	0.04		0.28	BENCARD (113 Bencard)				800.37	..	..	2.10
AURUM AMBROSIIUM (1547 AHF)				house dust mite				800.20	..	..	0.80
small 0.21	0.055		0.37½	prick test 2 ml 2.00				800.32	..	..	1.30
medium 0.37	0.095		0.70	vaccine				800.21	..	..	1.80
large 0.54	0.135		1.00	basic course SDV 10.00				800.23	..	..	2.80
AYDS (1491 Cuticura)				vial No 3 SDV 7.90				atomiser 800.22	..	..	2.80
vanilla, mint and coffee 1.08	..	..	1.44	BENOID'S (1152 SK)				spray 800.46	..	..	1.60
AZILEX (652 Ingasetter)				0.91dz	0.227dz		0.13	lightweight 800.56	..	..	1.60
cream 0.17	0.04		0.30	BENYLIN (938 PD)				fluffy milk bath 741.75	..	..	1.95
BABEZONE (488 Fylde)				expectorant 125 ml 2.10dz	0.54dz		0.31 †s7	foaming beauty bath			
(distributors 234 Cartwright)				with codeine 125 ml 0.20	0.05		0.35 †s7DDI	769.75	..	..	1.55
bronchial syrup				BETADINE (878 Napp)				969.00	..	..	4.95
100 ml 0.12	0.03		0.21	aerosol spray 90 ml 1.17	..	..	1.56	980.00	..	..	6.95
BABY SAFE (705 Kirby)				alcoholic solution				989.01	..	..	29.00
cotton buds 80 1.14	..	..	0.26	500 ml 1.50	..	..	2.00	de luxe 318.75	..	..	1.15
(½ dz)				5 l 9.50	..	..	12.67	hairspray 347.75	..	..	0.75
160 1.92	..	..	0.44	antiseptic solution 5 l 9.06	..	..	12.08	hand lotion 347.71	..	..	1.20
(½ dz)				4.54 l				lightweight 347.55	..	..	0.75
steriliser unit 2.13	0.225		3.50	ointment 25 g 0.25	..	..	0.34	347.85	..	..	1.20
sterilising tablets 30 2.40dz	..	..	0.30	60 g 0.53	..	..	0.71	347.95	..	..	2.25
(unfoiled) 250 1.19				scalp & skin cleanser				761.75	..	..	1.75
BABY SAFE (1327 WSL)				100 ml 0.41	..	..	0.55	perfumair 800.06	..	..	1.90
napkin pins (3) .. 6.00	0.675		0.07	5 l 9.70	..	..	12.93	perfume 800.41	..	..	4.50
(gross)	(gross)			4.54 l				800.42	..	..	7.15
BACCHUS (301 Coty)				vaginal douche 240 ml 0.98	..	..	1.31	golden atomiser			
after shave bronzing 0.554	0.138		0.99	gel 80 g 0.98	..	..	1.31	refill 800.48	..	..	3.75
BALTO (727 Lane)				pepperies 14 0.98	..	..	1.31	mist 800.34	..	..	1.70
athlete's foot lotion 14 g 0.15	0.04		0.26	BISLUMINA (824 MCP)				oil 800.35	..	..	1.50
40 g 0.12	0.03		0.20	packs of 50 and 250 tablets				734.75	..	..	0.45
100 g 0.18	0.045		0.31	BITUPAL (1387 L of L)				(3) 749.75	..	..	1.35
BAND-AID (672 Johnson)				ointment tube 0.30	0.075		0.60	bath (1) 747.75	..	..	0.70
washproof plasters				BLAKE'S (135 TB)				(3) 748.75	..	..	2.10
wallets assorted 0.85dz	..	..	0.10	witch hazel cream 100 g 0.21	0.05		0.38	travel 752.75	..	..	0.70
BANMINTH D (969 Pfizer)				BLANCHARD'S (804 Martyn)				solid Cologne 825.01	..	..	0.80
suspension 500 ml 1.67	..	..	2.23	pills 54 1.35dz	0.34dz		0.18	BLUE PETER (652 Ingasetter)			
4.5 l 11.63	..	..	15.50					aftershave	0.23	0.06	0.40

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
BULK (793 MFL)				CELABS (727 Lane)				mask	250-1		1.80
3lb	1.02	..	1.35	tablets	95	0.17	0.29	moisture glow cream	239-01		3.20
7lb	2.08	..	2.77		180	0.26	0.46	lotion	240-02		3.33
E (967 Petfoods)	1.61dz	0.25dz	0.18½	CELLOSENE (1073 Robinson)				Ritual			
cream				cellulose wadding 16 oz	0.19			bath oil	420-1		2.30
ET (576 PH)				CEREVON (218 Calmic)				Cologne	425-1		1.15
cream	4 oz	0.18	0.045	tablets	100	..	..	dry deodorant	427-5		1.15
	8 oz	0.24	0.06	CESTRA (1073 Robinson)				dusting powder	431-5		1.85
	500 ml	0.45	0.11	face masks	15.94			night treatment	235-1		3.75
	21	1.20	0.30	standard	(1 gross)				235-2		6.20
ASQUE (933 PLG)				CHAPPIE (967 Petfoods)				rousing face wash	438		1.95
m de toilette				economy	1.26dz	0.20dz	0.14½	soap	437-5		0.95
	15 cc	..	0.95	CHARABS (727 Lane)				sparkling gel cleanser	439		1.95
	50 cc	..	1.85	tablets	95	0.17	0.29	spray Cologne	425-2		2.07
	100 cc	..	3.10		180	0.26	0.46	velvet perfume	430-1		1.60
	200 cc	..	4.50	CHARLES OF THE RITZ (248 COTR)				Ritz cleanser	208-4		1.15
	400 cc	..	5.75	alabaster hand lotion				mat	290-1		2.10
	90 cc	..	2.35					pearlised	290-1P		2.25
	90 cc	..	3.75	342-4	..	..	1.38	rousse	125-0		1.65
				antiperspirant	352-3	..	1.20	skin bloom lotion			
				A.P.D. Ritz	353-2	..	1.02		277-2		1.29
	1.0 cc	..	0.50	astringent cream	252-1	..	2.30	skin freshener	302-4		1.10
	3.5 cc	..	1.85	astringent mild	301-4	..	1.05		302-8		1.85
	7 cc	..	3.10	auto-lashique	134-1	..	1.29		302-16		2.80
	10 cc	..	4.50	refill	134-9	..	0.87	special cream	247-1		0.97
	15 cc	..	5.75	blushing pomade				special formula concentrate			
	30 cc	..	9.50						255-1		2.70
SOL (262 CIBA)				blushing powder	299-01	..	1.95	emollient	251-1		1.80
ges	24	0.12	0.18	body works	170-01	..	2.25		251-2		2.70
of 20				cheek pomade	470-8	..	1.38		251-4		3.90
(1588 HG)				cheek pomade	157-1	..	1.77	special lotion	304-4		1.10
dryer	HLD	9.41	1.66	Chiario				Sun-Bronze			
	HLD4	5.89	1.04	bronzer	532-2	..	1.38	deep tone tube	604-2		0.95
WLEY (194 Bronnley)				Cologne	530-4	..	2.30	bottle	604-3		1.40
country herbs				dry deodorant	534-4	..	1.15		604-5		2.35
itors (6)			0.66	face conditioner				invisible tube	605-2		0.95
port de luxe	0122				531-4	..	2.02	bottle	605-3		1.40
ES (933 PLG)				face tamer	533-4	..	2.02		605-5		2.35
m de toilette				talc	535-3	..	1.15	throat cream concentrate			
	15 cc	..	0.95	Directoire					226-1		2.70
	50 cc	..	1.85	bath oil	462-2	..	2.07	veilence	280-1		5.75
	100 cc	..	3.10	floreol	412-2	..	1.44	velvet foam	204-2		1.10
	200 cc	..	4.50		412-4	..	2.07	texture lotion	224-4		1.60
	400 cc	..	5.75	mist	412-3	..	2.70	CHRISTIAN DIOR (248 COTR)			
	1.0 cc	..	0.50	talc	455-4	..	1.15	existing entry			
	3.5cc	..	1.85	toilet soap (3)	472-2	..	1.45	CHRISTIAN DIOR (1619 PCDL)			
	7 cc	..	3.10	disaster cream	253-1	..	1.30	apricot cream			1.13
	10 cc	..	4.50	dry skin cleanser	202-4	..	1.44	cuticle oil			0.70
	15 cc	..	5.75	dual lotion	305-4	..	1.80	cuticle remover			0.70
	30 cc	..	9.50		305-8	..	2.70	Diorama			
446 FI)				eyebrow makeup compact				dusting powder	220 cc		3.17
orant stick			0.80	146-IN	..	..	1.44	eau de Cologne	56 cc		1.99
E (346 Dales)				eye cream	243-1	..	1.10	eau de Toilette	56 cc		3.28
ts	100	8.40dz	..	eyelash cream	244-0	..	0.75	110 cc			4.92
	500	2.75	..	eyelid lustre	147-1	..	1.44	perfume			
(234 Cartwright)				eyelid makeup compact				aerosol atomiseur	14 cc		6.35
der	tin	0.93dz	0.235dz	145-IN	..	..	1.44	handbag atomiseur			3.60
ap	..	1.09dz	0.275dz	eye oil concentrate	225-0	..	1.25	model voyage			3.88
OFF (252 Chelspa)				eye oil treatment stick	227-0	..	2.20	Dioressence			
1	35 cc	1.02dz	0.255dz	eye pencil	152-2	..	1.44	after bath friction			2.16
AX (878 Napp)				refill	152-9	..	0.60	atomiseur	1½ oz		2.16
o	150 ml	0.21	..	eye shadow liqui-cream	153-1	..	1.44		3 oz		3.46
M (280 CP)				eye shadow pomade	156-1	..	1.55	bath perfume	½ oz		2.60
toilet	..	2.78	0.695	face shaders	168-1	..	2.55	body lotion	3 oz		2.51
	(6 dz)	(6 dz)	0.05½	feather touch cleanser	203-4	..	1.47	foaming milk bath			2.58
bath	..	2.70	0.675		203-8	..	2.15	soap toilet (3)			1.66
	(4 dz)	(4 dz)	0.08	firmessence	203-16	..	3.25	bath (3)			2.78
XEN (211 Butler)				169-2	..	..	2.35	Diorissimo			
100 ml	0.155	0.04	0.27	face powder	203-16	..	3.25	dusting powder			
CIUM (695 TK)				firmessence	770 lotion	..	4.55		220 cc		3.17
	0.24	..	0.36	cream	418-1	..	4.55	eau de Cologne	56 cc		1.99
ON (26 A&W)				hand cream	416-2	..	0.75		110 cc		3.40
oler sachet	4 oz			heel & elbow treatment	248-2	..	4.60	atomiseur	56 cc		2.30
ORNIAN POPPY (1102 Sanitas)				lipsticks	249-2	..	1.15		114 cc		3.93
me	trial	0.845dz	0.210dz	liqui-cream foundation	281-1	..	3.70	eau de satin body lotion			2.51
imed Cologne	..	1.255dz	0.315dz	pressed powder compact	155-1	..	1.47	eau de toilette			
m powder	..	2.25dz	0.56dz	refill	155-9	..	0.92	atomiseur	56 cc		2.51
l. (1091 Rybar)		1.12dz	0.28dz	liqui fresh	308-4	..	1.05		112 cc		5.32
Y (1010 P&G)				mascara	154-1	..	1.44	voyage	56 cc		3.28
bath	3.38	0.82	0.10	medicated lotion	311-2	..	1.05	perfume	110 cc		4.92
	(4 dz)	(4 dz)		Miss Ritz				aerosol atomiseur			
OPOT (221 Camden)				blotter	711-1	..	2.02		7 cc		4.80
the entry				colouring stick	757-1	..	1.38		14 cc		6.35
ONIA (1618 BFL)				eye shadow	705-0	..	1.44	handbag atomiseur			3.60
	0.09	0.025	0.14	fizz for creaming	759-2	..	1.25	model voyage	7 cc		3.88
	0.155	0.04	0.24	moisturising	758-2	..	1.60	pour le sac			2.30
HOL (620 Hooper)				washing	760-4	..	1.25	standard	14 cc		6.35
us	150 ml	0.095	0.025	lights	725-04	..	1.15		28 cc		8.80
	300 ml	0.165	0.0425	mask	254-2	..	1.65	soap toilet (3)			1.66
E (350 Dana)				moisturiser	708-1	..	1.44	bath (3)			2.78
gne	100cc	1.24	0.302	novessence	230-2	..	7.35	talc	112 cc		1.27
	220cc	2.06	0.502	refills	230-R1/2	..	3.70	Diorling			
	420cc	3.43	0.836	oily skin cleanser	201-4	..	1.44	eau de Cologne	56 cc		1.99
y bath powder	196g	0.365	0.089	powder box	161-3	..	2.00	atomiseur	56 cc		2.30
	120g	0.45	0.11		161-5	..	2.70	eau de toilette	56 cc		3.28
OMA (1441 Wallace)				Revenessence					112 cc		5.32
pound	50	0.38	0.10	after shave	322-2	..	2.60	perfume			
	250	1.79	0.45	cream	241-0	..	2.10	aerosol atomiseur			
LINE (1621 Interbro)					241-1	..	3.20		14 cc		6.35
osable nappy pads	30	5.00	..		241-2	..	5.00	handbag atomiseur			3.60
	(20 pkts)			lotion	321-2	..	3.33	model voyage			3.88
	50	4.80dz	..		321-4	..	5.20	Fraiche			
	100	9.48dz	..					bath oil	28 cc		3.21
ELLAN No.10 (1075 R)											
rens syrup	117 ml	1.37dz	0.34dz								
IONA (652 Ingasetter)											
ume	½ oz	0.69	0.17								
	1 oz	1.14	0.29								

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
Cologne atomiseur				COOL (105 BTD)				DETHLAC (506 Gerhardt)			
56 cc			2.30	antiperspirant aerosol				aerosol	142 g	2.85dz	0.32
eau de Cologne				standard	2.45dz	0.615dz	0.32				
56 cc			1.99	economy	3.065dz	0.77dz	0.40	DIOVOL (1441 Wallace)			
110 cc			3.40	roll on	2.145dz	0.54dz	0.28	suspension	16 oz	0.56	0.14
hand cream			0.95	refill	1.765dz	0.445dz	0.23	tablets	50	0.27	0.07
lip gloss			1.09						250	1.23	0.31
lipstick			0.64	COOLICURE (1618 BFL)				forte	100	1.16	0.29
Miss Dior					0.155	0.04	0.24				
dusting powder				COOL MIST (682 KCL)				DIPIDOLOR (666 Janssen)			
220 cc			3.17	deodorant	1.37dz	0.34dz	0.20	ampoules 2.15 ml	10	2.48	
eau de Cologne				COOL'N' DRY (109 BCL)							
56 cc			1.99	deodorant aerosol				DISPRIN (1037 Reckitt)			
110 cc			3.40	70 g	1.25dz	0.31dz	0.18	tablets	18	1.14dz	0.263dz
220 cc			5.47	110 g	1.465dz	0.365dz	0.21				0.15
atomiseur				squeeze spray	75 cc	0.87dz	0.22dz	DISTAQUAINE V-K (378 Dista)			
56 cc			2.30	refill	55 cc	0.70dz	0.17dz	tablets 250 mg	12		
114 cc			3.93								
eau de satin body lotion				COOPERS (200 B&P)				DOLALGIN (971 PSMB)			
84 cc			2.51	COOPERS (315 CPC)				tablets	50	0.29	0.43
eau de toilette				COOPERS (295 CM&R)					500	2.20	3.30
16 oz			13.61	aerosols							
atomiseur				Fresh-Aire-Super			0.23	DOPAMET (117 BPL)			
56 cc			2.51	nocturne			0.38	tablets 250 mg	250	4.26	
112 cc			5.32	existing entry of nocturne					1000	16.59	
voyage				COPELLA (157 Boxford)				DOROT (384 Dorot)			
56 cc			3.28	19 oz	2.26dz	tax paid	0.23½	medicated soap	75 g	0.84dz	0.21dz
110 cc			4.92								
220 cc			7.43	CORNEX (534 GT)				DR. BROWNS (1442 BCB)			
perfume				7 ml	0.075	0.019	0.14	cough bottle		1.74dz	0.42dz
aerosol atomiseur				CORTROPHIN (917 Organon) entire entry				pastilles		1.08dz	0.26dz
7 cc			4.80	CORTROPHIN-ZN (917 Organon)							0.15
14 cc			6.35	injection 20 iu/ml 5 ml vial				DROLEPTAN (666 Janssen)			
28 cc			8.81	COTAZYM B (917 Organon)				ampoules 2 ml	10	2.25	
handbag atomiseur				tablets pack of 30					50	10.50	
model voyage 7 cc			3.60	COTY (301 Coty)				tablets 10 mg	50	1.85	
pour le sac				Ultra legs							
standard				leg bronzer	0.46	0.115	0.75	DRURYS (1618 BFL)			
14 cc			6.35	COW & GATE (307 C&G)				infants' soothing mixture	0.10	0.025	0.15
28 cc			8.80	milk food					0.23	0.06	0.34
56 cc			12.70	full cream	454 g	3.79dz	0.36	DURABOLIN (917 Organon)			
soap toilet (3)				half cream	454 g	3.79dz	0.36	ampoules 25 mg/ml 100	33.25		49.87
bath (3)				humanised	454 g	3.81dz	0.36				
talc				CREAM SILK (412 Elida-Gibbs)				D. X. (608 Hinders)			
nail enamels				hair conditioner				vaporiser insole	pair	3.36dz	0.36dz
cream			0.40	flyaway or brittle							
frosted			0.44	sachet	0.35dz	0.09dz	0.04½	DYLASH (772 Lon)			
ultra cream			0.78	bottle	1.27dz	0.32dz	0.17	eyelash dye		0.48	0.12
ultra frosted			0.91								0.90
remover			0.53	CROUPLINE (1068 Roberts)				DYLON (816 Mayborn)			
super base			0.70	cough syrup				cold fix sachet		0.24dz	0.03
super sealer			0.70	small	1.24dz	0.31dz	0.18	curtain white sachet		0.48dz	0.06
for men				large	2.41dz	0.60dz	0.34	bottle		1.80dz	0.23
after shave				CROWN (1073 Robinson)				paintex cold dye		0.64dz	0.08
56 cc			1.77	corn caps	6	1.65dz	0.413dz	thickener carton		0.64dz	0.08
110 cc			2.77	wool felt	6	0.685dz		EAREX (402 Earex)			
atomiseur				4½ in x 2½ in x ⅜ in		0.965dz		aseptic wool		0.06	0.07
travel pack				4 in x 3 in x ⅜ in		0.965dz		drops	12 ml	0.15	0.037
Cologne				C. T. A. (1091 Rybar)				nice ears (correctors)			
56 cc			1.99	28 ml	0.90dz	0.22dz	0.13	ECLIPSOL (1282 VB)			
110 cc			3.40	CUPAL (333 Cupal)				hair grower forcer		1.40dz	0.35dz
220 cc			5.32	ephedrine oil				pine tar shampoo		0.75dz	0.12
16 oz			8.65	CUSSONS (338 Cussons)				prescription 483		1.40dz	0.25
32 oz			18.15	brilliantine liquid	58 cc	1.011dz	0.25dz	ECOMYTRIN (1310 WW)			
atomiseur				112 cc	1.66dz	0.41dz	0.23	cream with hydrocortisone 15 g			
travel pack				Imperial Leather brilliantine liquid both sizes				ELIZABETH ARDEN (60 Arden)			
deodorant atomiseur				skin bracer			0.04 or	anti-brown masque			
foam shave aerosol			1.55						114.01		1.15
pre-shave			2.76	CYPHOIDS (1152 SK)				astrigent patter			
shaving cream			0.95		0.68dz	0.17dz	0.09		770.00		2.50
soap toilet (3)			1.66	DAMAROLDS (641 HSL)				atomiser	788.00		0.95
bath (3)			2.78	tablets concentrated	50	0.46	0.115	Beauty Sleep	127.33		1.80
talc			1.27	special	72	0.83	0.21		127.34		3.50
				standard	50	0.22	0.055		127.35		5.90
CHARM! (1327 WSL)				DANEROL (614 Hoechst)				body cream	344.55		0.80
hairpins poly pak	2.90	0.725	0.04	entire entry					344.85		1.20
(gross)		(gross)						Bye-Lines	214.02		2.75
CHIRON (387 DBMP)				DANUSA (1467 Trend)				cleansing cream	110.02		0.83
barrier cream	tube	0.19	0.05	body moisturiser	0.65	0.165	1.35		110.04		1.40
CHLORO-YEAST (1198 SIC)				bubble bath	0.44	0.11	0.91		110.08		2.32
tablets	20	1.37dz	0.34dz	giant	1.43	0.36	2.92	colour clear blushing gel	110.16		3.82
125	3.90dz	0.98dz	0.56	cleansing milk	0.29	0.075	0.60		423.95		1.50
CHOLOXON (95 Baxter)				with moisturiser	0.41	0.105	0.85	bronzing gel	422.97		1.92
tablets	50	1.50	0.38	solid	0.35	0.09	0.73		549.00		1.80
250	5.10	1.27	†s4B	deodorant spray dermatalc	0.53	0.135	1.06	colour veil compact	548.66		0.70
CIRCULIN (727 Lane)				invisible	0.36	0.09	0.75		550.00		0.70
forte	120	0.35	0.09	face moisturiser	0.38	0.095	0.78	complexion clear	120.02		1.20
CIRCULINOL (727 Lane)				fluid depilatory	0.36	0.09	0.75	cream patter	780.00		2.50
100	0.57	0.145	0.98	giant	0.53	0.135	1.06	creme extraordinaire			
CLAIROL (172 BMCL)				nourishing face cream					125.01		2.30
Born Blond colourant	0.315	0.079	0.54						125.02		3.90
lightener	0.373	0.093	0.64	tonic dew spray	0.34	0.085	0.70	eight hour cream	118.01		5.90
Nice N' Easy hair colour	0.307	0.077	0.53 ±	giant	0.57	0.145	1.17		118.99		1.10
CLEAN-N-SOAK (35 Allergan)				tonic hand cream	0.30	0.075	0.62	eyebrow brush	781.00		0.30
(distributors 1121 Searle)				DARKON (641 HSL)				eyebrow pencil	373.00		0.40
soaking solution	120 cc	0.54	0.81	hair pomade	55 g	0.20	0.35	automatic	394.00		0.90
CLEAN-N-SOAKIT (35 Allergan)				tablets	30	2.50dz	0.35	refill	395.00		0.40
(distributors 1121 Searle)				DECKERS (923 OG)				eyelashes	398.00		1.70
	1.00		1.50	bay rum	5oz	0.10	0.025	extra thick	399.00		1.80
CLEAN-N-STOW (35 Allergan)				DEE (652 Ingasetter)				extra long	368.00		1.80
(distributors 1121 Searle)				lavender	3 oz	0.34	0.09	full	384.00		1.80
	1.20		1.80		6 oz	0.54	0.14	semi	383.00		1.60
Prep Pak	1.50		2.25	DEFERGEL (1620 Lloyd's)				lower	382.00		1.60
CLOSE UP (412 Elida-Gibbs)					5.00dz		0.75	spikelet	385.00		1.80
toothpaste economy	2.24dz	0.56dz	0.29	DEPIXOL (779 Lundbeck)							
COBADEX (311 C)				(distributors 1556 Farillon)							
ointment 0.5%	20 g	0.35	0.52½TS	ampoules 20 mg/ml 10	8.00	2.00	†s4B				
1%	20 g	0.50	0.75 TS	40 mg/2 ml 10	12.50	3.125	†s4B				
CODELLA (878 Napp)				DERMON (641 HSL)							
cream	25 g	0.09	0.16	ointment	20 g	0.09	0.02				
100 g	0.20	0.05	0.35								
COLGATE (280 CP)											
shave cream											
lather or brushless	1.54dz	0.385dz	0.19½								
CONGREVES (1534 Fennines)											
balsamic elixir	150 ml	3.75dz	0.94dz								
CONTIQUE (1556 Farillon)											
soaking solution	110 ml	0.44	0.66								
wetting solution	60 ml	0.44	0.66								

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ative 398.99	0.35	nail enamel cream	..	..	0.65	friction lotion 240 cc	..	..	3.20
r brush 790.00	0.40	pearlized 345.50	..	..	0.65	360 cc	..	..	4.50
r pencil 369.00	0.85	translucent 345.51	..	..	0.80	hair spray	..	..	2.10
fill 370.00	0.40	basecoat 345.52	..	..	0.65	hand cream	..	..	1.90
r cake 379.00	0.80	clear base 352.00	..	..	0.65	milk bath	..	..	4.50
ke-up remover 367.99	0.65	top coat 351.00	..	..	0.65	mint pick up bath	..	..	2.40
ow cake 381.00	0.80	lacquer remover 343.62	..	..	0.50	parfum purse spray	..	..	1.90
cream 360.01	0.80	orange skin food 113.01	..	..	0.85	rinse	..	..	1.50
creamy powder 377.00	1.20	113.02	..	..	1.40	setting aerosol spray	..	..	1.50
shado III compact 364.02	1.50	113.04	..	..	2.35	shampoo	..	..	1.50
shado wand 793.00	0.45	113.08	..	..	3.85	soap cake	..	..	1.60
w tweezers 774.00	1.25	pat-a-creme 408.00	..	..	0.90	ESTOLAN (923 OG)			d
ush 419.00	1.95	pore cream 115.28	..	..	0.70	ESTOLAN (109 BCL)			i
cleansing cream 112.02	0.85	puff for compacts 784.00	..	..	0.15	tube 1.18dz	0.30dz	0.17	
112.04	1.40	rouge cream 602.01	..	..	0.80	ETSONAL (812 M&PP)	0.275	0.07	0.49 †DDI
112.08	2.35	Seaquia moisture soap 686.00	..	..	0.75	500 ml	4.20dz	..	0.52 1/2 s1s4B
tion, featherlight 403.00	0.90	sea bath foaming 684.06	..	..	1.75	EUPHORAMIN (1091 Rybar)			
982.00	2.75	sea dust 687.00	..	..	2.10	tablets 25			
985.00	15.00	spray 687.46	..	..	1.75	EUTHYMOL (938 PD)	1.00dz	0.25dz	0.14 1/2
976.00	34.00	sea emollient 681.06	..	..	2.35	toothpaste	1.47dz	0.367dz	0.21 1/2
966.00	5.25	sea fluff 685.22	..	..	1.75	EVEREST (252 Chelspa)			
955.01	2.25	sea gelee 680.99	..	..	1.50	sting relief lotion 35 ml	1.24dz	0.31dz	0.18
994.00	31.00	sea smooth lotion 683.06	..	..	2.10	EVER READY (439 ERC)			d
983.00	8.50	sea salts 688.06	..	..	2.10	existing entry			i
620.00	0.65	sea splash 682.06	..	..	2.10	dry batteries			
erchief tissues 777.00	0.30	sensitive skin cream 106.01	..	..	0.85	126	..	..	0.22 1/2
cream 102.02	0.90	106.02	..	..	1.40	1289	..	..	0.12 1/2
foundation 410.00	0.95	shampoo egg fluff 313.83	..	..	0.80	8	..	..	0.06
410.98	0.95	skin tonic gloss 208.69	..	..	0.85	800	..	..	0.12 1/2
411.00	2.35	208.79	..	..	1.80	991	..	..	1.00
e veil compact 552.00	0.85	208.81	..	..	3.40	996	..	..	0.30
powder with puff 524.00	2.50	lightweight 208.55	..	..	0.85	B121	..	..	0.20
powder 526.00	1.25	208.80	..	..	1.80	B122	..	..	0.24
400.00	1.40	soothing lotion 203.00	..	..	0.90	B123	..	..	0.32
case gilt 658.E.O.	1.45	spatula 789.00	..	..	0.25	B154	..	..	0.20
660.E.O.	1.65	special astringent 201.59	..	..	0.95	B155	..	..	0.25
633.01	0.70	201.69	..	..	1.60	D23	..	..	0.05
morning or 126.02	2.85	special eye cream 361.01	..	..	0.90	HP2	..	..	0.09
cream 794.00	1.00	121.01	..	..	2.15	HP7	..	..	0.04 1/2
p brush 792.00	0.50	sun gelee 701.99	..	..	0.95	HP11	..	..	0.05
796.00	1.50	sunpruf cream 700.99	..	..	0.85	HP16	..	..	0.05
392.00	0.95	transparent powder 503.00	..	..	1.75	PP1	..	..	0.25
etic 130.00	1.25	compact 504.00	..	..	1.15	PP3	..	..	0.14
fill 131.00	0.85	refill 505.00	..	..	0.75	PP4	..	..	0.17
ette 388.00	1.30	large 506.00	..	..	0.95	PP6	..	..	0.23
fill 389.00	0.95	Ultra Amoretta 402.00	..	..	0.90	PP7	..	..	0.27
shave lotion 900.02	0.65	veiled radiance 417.33	..	..	1.70	PP8	..	..	0.80
900.00	1.20	vitamin cream 117.01	..	..	0.95	PP9	..	..	0.32
901.00	1.75	117.02	..	..	1.60	PP10	..	..	0.96
sandalwood 902.02	0.65	117.04	..	..	2.65	PP11	..	..	0.42
900.11	1.20	ELMBALM (250 Cheetham)				SP2	..	..	0.06
901.11	1.75	ointment small 1.05dz	0.26dz	0.16		SP11	..	..	0.05
907.00	0.65	medium 2.25dz	0.56dz	0.30		SP996	..	..	0.32 1/2
924.00	0.95	EMAIL DIAMANT (1528 Capucci)	3.20dz	0.80dz	0.45	U12	..	..	0.03 1/2
ic Cologne 927.00	1.85	toothpaste	..	..	..	U14	..	..	0.20
lorant cream 920.00	0.75	EMBADREN (1198 SIC)	2.33dz	0.58dz	0.34	U16	..	..	0.03 1/2
liquid 919.00	0.75	cream tube 5.14dz	1.28dz	0.75		mercury batteries			
roll-on 935.00	0.75	EMBROLIN (488 Fylde)				hearing aids			
spray 918.00	1.50	(distributors 234 Cartwright)				MP675H	..	..	0.16
de Cologne 923.02	0.70	ENPAC (53 A&B) 60 g	0.42	0.10	0.73	MS13H	..	..	0.16
923.00	1.30	ENTREX (680 Kalium)	0.72dz	0.18dz	0.13	MS41H	..	..	0.16
925.00	1.60	powder	1.32dz	0.33dz	0.20	MS76H	..	..	0.19 1/2
cream 933.00	0.75	liquid 1 oz	0.96dz	0.24dz	0.16	RM11H	..	..	0.22 1/2
tonic 936.00	1.50	ENTROSALYL (311 C)				RM13H	..	..	0.11
electric shave lotion 916.00	1.20	tablets				RM312H	..	..	0.11 1/2
917.00	1.75	standard dp200	0.445	..	..	RM400H	..	..	0.13 1/2
932.02	0.65	dp1000	1.47	..	..	RM401H	..	..	0.22 1/2
ing cream 905.00	0.80	ENZYVITE (83 Bancroft)				RM575H	..	..	0.13 1/2
foam 903.00	0.95	tablets 50	4.00dz	1.20dz	0.60	RM625H	..	..	0.18
shield 904.99	1.20	100	6.20dz	1.86dz	0.93	RM640H	..	..	0.21 1/2
o hand 921.00	0.55	EROSIA (641 HSL)				RM675H	..	..	0.14 1/2
bath 922.00	0.80	bust developing cream 45 g	0.29	0.07	0.52	TRI33H	..	..	0.67 1/2
travel 921.23	0.80	ERYTEX (211 Butler)				photographic			
um 909.02	0.55	ointment jar 0.08	0.02	0.15		PX1	..	..	0.43
909.03	0.85	tube 500g	0.50	..	..	PX14	..	..	0.61
eller II gift case 940.00	2.40	ESTEE LAUDER (425 ELC)				PX23	..	..	0.31
kender 323.00	1.75	Azuree				PX24	..	..	0.44 1/2
liquid cleanser 202.72	1.25	antiperspirant deodorant ..	..	..	1.60	PX625	..	..	0.28
202.81	2.60	bath crystals perfumed ..	..	..	4.30	PX640	..	..	0.30
202.55	0.85	bath gel ..	..	..	2.40	PX825	..	..	0.19
202.80	1.45	with sponge ..	..	..	3.00	EXTIRMO (109 BCL)			
are cream 103.01	0.90	bath oil perfumed ..	..	..	5.00	fly spray aerosol	1.74dz	..	0.20
oil 209.55	0.70	bath oil soap (2) with dish ..	..	..	3.50	EYLURE (443 Eylure)			
209.59	1.40	bath powder ..	..	..	1.90	fashion lashes			
				bath salts ..	..	..	3.30	soft points	5.05dz	1.23dz	0.75
				body satin rub ..	..	..	2.60	nails	..	..	0.79
				conditioner & nourisher ..	..	..	3.00	FABULO (554 Haetam)			
				Cologne ..	..	..	2.10	hair rollers			
				spray concentrate ..	..	..	3.30	No.00	10	0.80dz	0.20dz
				creme bath ..	..	..	2.40	No.1	8	0.80dz	0.20dz
				dusting powder silken ..	..	..	2.70	No.2	6	0.80dz	0.20dz
				pressed ..	..	..	3.30	No.3	4	0.80dz	0.20dz
								new style large	4	0.70dz	0.175dz
								ex.large	3	0.70dz	0.175dz
								nail brushes			
								penguin	1.25dz	0.315dz	
								swan shape	1.00dz	0.25dz	
								nylon combs			
								dressing	0.50dz	0.125dz	
								pocket 5 in	0.30dz	0.075dz	
								5 1/2 in	0.34dz	0.085dz	
								styling	0.40dz	0.10dz	
								tail	0.38dz	0.095dz	
								FACE UP (1113 S&B)			
								salon facial	3.98dz	0.995dz	0.53
								FAMLAX (1068 Roberts)			
								tablets large	1.35dz	0.34dz	0.20

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
FASTIDIA (761 Lilia-White) mini pads 10 1.23dz .. 0.12½				FRENCH ALMOND (1221 Windsor) anti perspirant spray 0.45 bath oil 55 ml 0.79 bubble bath 0.89 creme perfume 1.09 hair spray perfumed 175 g 0.59 hand cream 163 g 0.55 perfume purse size 0.89 presentation 14 ml 1.59 mist spray 1.09 skin perfume 25 ml 0.89 soap (2) 3½ oz 0.50 splash Cologne 1.59 spray Cologne 50 g 0.89 talcum puffer 113 g 0.55 shaker 0.45 travel trio 0.89 velvet smooth 0.79				HEDEX (1190 SHP) tablets 24 2.21dz 0.23			
FENNINGS (1534 Fennings) original mixture 1.38dz 0.34dz 0.19				FRESH 'N' COOL (109 BCL) antiperspirant 70 g 1.39dz 0.35dz 0.20 110 g 1.81dz 0.45dz 0.26				HEEMEX (727 Lane) pile ointment 28 g 0.11 0.03 0.20			
ERROGRAD C (2 Abbott) Filmtabs 150 2.05				FRESH 'N' QUICK (903 NPU) cleansing pads 1.08 (2 dz) 0.27 0.07½				HEINZ (593 Heinz) strained foods dinners and fruits can 4½ oz 1.064 (2 dz) 0.05			
FERROL (573 JH) compound 170.4 ml 3.15dz 0.787dz 0.45 + 454 ml 6.25dz 1.5625dz 0.89 +				FRESH-SOX (848 Minnesota) deodorant insocks 2.71dz 0.305dz 0.35				all other varieties can 4½ oz 0.872 (2 dz) 0.04			
ERRO MANDETS (746 Lederle) pack of 100 d				GALA OE LONDON (876 MP) Affair Cologne spray 6.25dz 1.562dz 0.95				all other varieties jar 4½ oz 1.064 (2 dz) 0.05			
FERYBAR (1091 Rybar) 150 ml 2.00dz 0.50dz 0.29				GAMGEE (1073 Robinson) tissue BPC 4 oz 0.158 8 oz 0.288 16 oz 0.545 pink label 4 oz 0.139 8 oz 0.245 16 oz 0.455				junior foods dinners and fruits can 4½ oz 1.064 (2 dz) 0.05			
FIERY JACK (488 Fylde) (distributors 234 Cartwright) i				GARDALL (265 JC&Co) antiseptic 227.3 ml 0.85dz 0.212dz 0.12 568.2 ml 1.80dz 0.45dz 0.26½ 4.546 l 8.80dz 2.20dz 1.28½				all varieties jar 6 oz 1.26 (2 dz) 0.04			
FINIEUME (705 Kirby) anti-smoking tablets 30 3.30dz 0.825dz 0.60 +				GARLISOL (135 TB) ointment 90 g 0.20 0.05 0.35½				toddler foods can 7½ oz 1.26 (2 dz) 0.04			
EISHERMAN'S FRIEND (771 LCPL) rubbing ointment 1.80dz 0.45dz 0.25				GARRIGOS (148 Bouscarle) fruit compounds apple, apricot, banana, lemon, orange, peach, pear 1 k 4.30dz blackberry, blackcurrant, sweet cherry, raspberry, red currant 1 k 4.65dz wine concentrates red, white, rose 1 k 7.60 (2 dz) sherry, port, muscat 1 k 7.50 (2 dz) wine bases 1 k 3.00 (½ dz)				HELENA RUBINSTEIN (596 HR) moisture ices lipstick 0.6			
FLEURS DU MONDE (446 FI) parfum ½ oz 6.00 1 oz 9.50 1 oz 14.00 parfum de toilette 2 oz 3.00 4 oz 5.00 aerosol 1.85oz 3.00 3.5oz 5.00 poudre pour le corps 10oz 6.50 savon (3) 2.25				GEEPS (1152 SK) pastilles 0.95dz 0.237dz 0.14 +				HEMINEVRIN (68 Astra) syrup 100 ml 0.60 500 ml 2.50			
FLEXOPLAST (1073 Robinson) existing entry d				GERBER (315 CPC) strained foods all varieties except beef dinner 4½ oz 0.535dz 0.05½				HEPTONAL (1531 Delandale) tablets 50 0.73 0.1825			
FLEXOPLAST (1073 Robinson) doctors' set 04290 1.065 refill 04291 0.96				GERIVIN (1091 Rybar) tonic 150 ml 2.70dz 0.67dz 0.39½ 250 ml 4.20dz 1.05dz 0.61½				HERPEX (705 Kirby) 10 ml 1.20dz 0.30dz 0.2			
elastic bandage adhesive B.P.C. full spread 1 in x 3 yd 04400/5 1.745dz 2 in x 3 yd 04401/6 2.79dz 2½ in x 3 yd 04402/7 3.48dz 3 in x 3 yd 04403/8 4.145dz 4 in x 3 yd 04404/9 5.32dz 6 in x 3 yd 04405/10 8.085dz B.P.C. half spread 2½ in x 3 yd 04420/2 3.48dz 3 in x 3 yd 04421/3 4.145dz B.P.C. ventilated 1 in x 3 yd 04410/5 1.745dz 2 in x 3 yd 04411/6 2.79dz 2½ in x 3 yd 04412/7 3.48dz 3 in x 3 yd 04413/8 4.145dz 4 in x 3 yd 04414/9 5.32dz 6 in x 3 yd 04415/10 8.085dz elastic plaster adhesive 1 in x 1 yd 04550 0.83dz 2 in x 1 yd 04551 1.31dz ½ in x 3 yd 04552 1.21dz 1 in x 3 yd 04553 1.745dz first aid strip dressings 1½ in x 1 yd 04310 1.17dz 2½ in x 1 yd 04311 1.59dz 3 in x 1 yd 04312 1.835dz first aid dressing outfit "A" 04304 0.645 "B" 04308 0.625 pocket tins 04253 0.575dz 04254 1.15dz wound dressings flexible B.P.C. 1½ in x 2 in 04260 0.57dz 2 in x 3 in 04261 0.72dz flexible dressing strips ¾ x 1½ in x 144 04275 0.545 ¾ x 1½ in x 144 04276 0.60 ¾ x 3 in x 144 04277 0.65				GILLETTE (514 Gillette) shaving foamy aerosol 320 g 3.79dz 0.90dz 0.52 290 g d				HOLLISTER (2 Abbott) loop ostomy set 2.64 bridge (20) 5.17 karaya seal (10) 2.86 drainable bags (20) 8.80			
FLOWERDELLS (469 Flowerdells) worm treatment tablets 50 0.10 0.025 0.18 100 0.14 0.035 0.25 300 0.36 0.09 0.63 1000 1.00 0.25 1.75 2000 1.68 0.42 2.94				GOMAXINE (1059 Riddell) cream 40 g 0.08 0.02 0.15				HOOVER (621 Hoover) Vanity hair driver and manicure set No. 8204 8.14 2.04 12.8			
FOLEX-350 (1091 Rybar) tablets 50 2.35dz 0.29½				GONNE (727 Lane) rheumatic balm 35 g 0.12 0.03 0.21 100 g 0.22 0.055 0.37				HOUBIGANT (624 Houbigant) antiperspirant deodorant 0.45 0.1125 0.7			
FOLGUAL (1091 Rybar) 150 ml 3.60dz 0.90dz 0.52 +				GRADELY (250 Cheetham) foot paste 1.08dz 0.27dz 0.16				HYDROCORTONE (837 MSD) cream non-greasy 2.5% 15g tablets 25 0.08 0.02 0.1 50 0.13 0.03 0.2			
FOLICIN (930 P&B) tablets 100 0.36 1000 1.40				HAPPY FEET (1338 W&S) foot powder 0.085 0.0213 0.16				HYGILAX (641 HSL) tablets 25 0.08 0.02 0.1 50 0.13 0.03 0.2			
EORMULA 16 (1281 Vincent) (distributors 1377 R&A) shampoo 55 cc 1.347dz 0.32dz 0.17				HARROGATE (1181 SS) sulphur, soap 4.90 (gross) 1.225 (gross)				HYGOSALVE (641 HSL) ointment 45 g 0.27 0.07 0.4			
FORMULA 219 (641 HSL) 50 0.27 0.07 0.47 +				H. E. (1063 Rimmel) after shave Cologne 4.655dz 1.135dz 0.68				HYGOBROME (641 HSL) tablets 48 0.22 0.055 0.3			
FORTIOR (878 Napp) tablets 25 0.18 0.28 150 0.90 1.20				HEAVEN SENT (596 IIR) perfume mist 1 oz 4011 0.60 4 oz 4018 2.00				HYPNOGEN (912 O) entire entry			
								ILOX (620 Hooper) eye lotion .. 0.09 0.025 0.1			
								INCO (1073 Robinson) garments size 1 0.505 0.057 2 0.52 0.059 3 0.575 0.065 4 0.585 0.066 5 0.602 0.068 6 0.656 0.074 7 0.67 0.075 roll 3.60 (3 dz)			
								INDISCRET (1397 PdeLL) Cologne 1 oz 3143 3.43dz 0.86dz 0.2 2½ oz 3138 6.50dz 1.63dz 0.4 4 oz 3124 11.65dz 2.91dz 1.1 8 oz 3126 18.86dz 4.72dz 2.1 perfume 2 cc 3001 3.08dz 0.77dz 0.4 4 cc 3160 4.80dz 1.20dz 0.4 ½ oz 3156 6.50dz 1.63dz 0.4 ¾ oz 3049 14.74dz 3.69dz 2.1 1 oz 3055 21.60dz 5.40dz 3.1 2 oz 3061 36.00dz 9.00dz 5.1			
								INGASSETTER (652 Ingasetter) cleansing cream 0.20 0.05 0.1 hand lotion 0.20 0.05 0.1 vitamin foundation 0.20 0.05 0.1			
								INNERCLEAN (198 B&W) herbal laxative 0.125 0.03 0.1			
								INNOXA (654 Innox) colour tots 0.1			
								INTRAVAL (971 PSMB) ampoules 2.5% 0.5 g 5 0.72 1.1 25 3.06 4.1 50 3.72 5.1			
								multi-dose 2.5 g 0.24 0.3 twin pack 2.5 g 5 2.32 3.1 ampoules 5% 0.25 g 5 0.40 0.5 0.5 g 5 0.58 0.8 25 2.38 3.1 50 3.38 5.1 1 g 5 0.90 1.1 25 3.72 5.1 50 5.00 7.1 multi dose 0.5 g 0.36 0.5 twin pack 5 2.92 4.1			
								JAFFACRUSH (152 Bovril) 25 oz 1.37dz 0.25dz			
								JAFAJUICE (152 Bovril) 25 oz 2.15dz 0.39dz			

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
(672 Johnson) luc 4	1.287dz	0.145dz	0.15%	LE DIX (Balenciaga (386 Douek)) eau de toilette 1½ oz	1.05	0.265	1.90		MALATEX (901 Norton) (distributors 1545 Vestric) cream jar 100 g	0.60	
(261 Christy) luc 4				4 oz	1.70	0.425	3.05		tube 125 g	0.75	
				7 oz	2.75	0.69	4.95		lotion 500 ml	0.75	
				15 oz	4.05	1.015	7.30		MARIGOLD (774 LR) house gloves		
				32 oz	5.95	1.49	10.70		lightweight	1.34dz	0.14dz
				atomiser	..	0.54	3.85		suregrip	2.14dz	0.22dz
				perfume ¼ oz	0.92	0.23	1.70		MARY QUANT (876 MP) Jelly Babies		
				¾ oz	1.17	0.295	2.15		gel cheek colour	3.92dz	0.98dz
				¾ oz	1.70	0.425	3.15		eye colour	3.92dz	0.98dz
				¾ oz	2.80	0.70	5.20		mascara	3.59dz	0.897dz
				1 oz	4.45	1.115	8.25		skin colour	4.25dz	1.062dz
				2 oz	7.00	1.75	12.95		Soft Scrub	6.29dz	1.572dz
				4 oz	11.15	2.79	20.60		MAVALA (1361 Mavala) Double Lash	0.44	0.11
				atomiser	..	0.58	4.30		Refix	0.44	0.11
				refill	..	0.39	2.90		MAWS (810 Maws) Nursery Products		
				LENTHERIC (1574 LM) Tweed					pants		
				foaming bath oil 100 cc	..	..	1.20		trainer		
				parfum de toilette spray 30 g	..	..	1.50		328/15/16/17	6.30dz	..
				LIAISON (Ricard (67 Ashe)) perfume	..	0.67	1.25		Simple		
				LIBEROL (868 MC) 20 g	0.15	0.0375	+		sterilising solution		
				LIGNILIN (1429 TL) capsules 500 mg 100	0.82	0.21			338.10	1.89dz	..
				LI-LO (1603 Li-Lo) existing entrv					MAZOLA (200 B&P)		
				LI-LO (1603 Li-Lo)					MAZOLA (315 CPC)		
				air cushion 18 x 13 in	0.43	..	0.65		MEDAPED (827 Medaped) corn-away pad	..	0.05
				print on one side	0.48	..	0.72		MEDICA (716 Krups) bathroom scales	..	..
				air pillow 18 x 13 in	0.30	..	0.45		MEDRONE (1263 Upjohn) tablets 16 mg 14	2.30	
				print on one side	0.38	..	0.57		MELLOW BLOSSOMS (280 CP) soap	3.03	0.76
				reeded plain	0.77	..	1.15		(3 dz)	(3 dz)	
				print	0.81	..	1.22		MEL ROSE (1069 R&SL) skin tablets	0.54dz	0.135dz
				baby pants (elastic leg)					MEMOIRE CHERIE (60 Arden) bath cubes (6)	..	..
				med. large (2)	0.085	..	0.12½		bath oil 5 phials	766.84	..
				ex. large (2)	0.10	..	0.15		bath salts	762.84	..
				cot sheets 27 x 18 in	1.45dz	0.16dz	0.20		deodorant roll on	732.00	..
				36 x 27 in	2.67dz	0.29dz	0.35		dusting powder	744.84	..
				hot water bottles					puff puff	755.84	..
				Airflow junior	0.34	..	0.51		round with puff	754.84	..
				double heat	0.40	..	0.60		eau de parfum spray	809.38	..
				standard	0.42	..	0.63		809.37	..	..
				major	0.46	..	0.69		flower mist	809.29	..
				Covered bottle	0.65	..	0.98		809.30	..	..
				Nimbus	0.41	..	0.62		809.46	..	..
				Sheerline	0.43	..	0.65		fluffy milk bath	741.84	..
				020700	0.33				foaming beauty bath	769.84	..
				020600	0.33				gift box	974.00	..
				021100	0.34				993.00	..	..
				020300	0.38				hair spray	319.84	..
				020200	0.38				hand lotion	357.64	..
				021500	0.36				357.55	..	..
				021680	0.39				357.85	..	..
				020500	0.39				moisture bath	761.84	..
				rubber sheeting 36in x 12yd					perfumair	809.05	..
				(per vd)					perfume ½oz	809.41	..
				LIMB-EASE (1190 SHP) tablets 16	1.92dz	..	0.20		golden atomiser	809.42	..
				32	3.745dz	..	0.39		809.47	..	..
				LIMMITS (1552 UL) digestive biscuits	2.25dz	..	0.25		refill	809.48	..
				waffles	2.70dz	..	0.30		mist	809.34	..
				LIORESAL (262 CIBA) tablets 10 mg 100	5.84				oil	809.35	..
				LIP-LITE (633 H & P) lipstick with holder	0.76	0.19	1.38		soap hand	(1) 734.84	..
				refill	0.20	0.05	0.38		(3) 749.84	..	..
				LIQUAFILM TEARS (35 Allergan) (distributors 1121 Searle)					bath	(1) 750.84	..
				15 cc	0.44	..	0.66		(3) 751.84	..	..
				LIQUFRUTA (1102 Sanitas) with honey 330 cc	3.185dz	0.795dz	0.43		travel	752.84	..
				medica 108 cc	1.67dz	0.42dz	0.22½		solid Cologne	828.01	..
				330 cc	3.185dz	0.795dz	0.43		week ender	332.84	..
				LISIUM (201 Brunton) vaginal spray	..	2.04dz	0.54dz	0.29	MERO CET (838 Merrell) solution 150 ml	0.18	..
				LIVOX (878 Napp) capsules 100	0.60	..	0.80		solution 100 ml		
				500	2.50	..	3.34		tablets	25	0.14
				LOREXANE (649 ICI) antiseptic cream (vet.)					100	0.40	..
				100 g	0.12	0.03	0.19		Methyltestosterone (917 Organon) Sublings 5 mg and 10 mg		
				500 g	0.58	0.145	0.84½		MIGRIL (208 BW) 10 x 10	3.44	..
				50 g	0.115	0.03	0.20½		pack of 100		
				LOTEx (534 GT) skin cream 56 ml	0.075	0.019	0.14		MILLIWATT (847 Milliwatt) electric blankets		
				112 ml	0.115	0.028	0.22		Royalty		
				LUCOFEN SA (1310 WW) pack of 500 tablets					"60 x 30" 3-heat	..	10.00
				LUMA (801 MP) compound 200 g	0.97dz	0.245dz	0.14½		"60 x 48" 3-heat	..	15.50
				567 g	2.13dz	0.535dz	0.31½		dual control	..	
				794 g	2.59dz	0.65dz	0.38½		"60 x 50" 3-heat	..	25.00
				1134 g	3.33dz	0.835dz	0.50½		electric pad warmer		
				LYNORAL (917 Organon) tablets 0.01 mg 2 x 500	0.60	..	0.90	+	single-heat		
				0.05 mg 2 x 500	0.875	..	1.31½	+	13½ x 15 in	..	4.50
				0.1 mg 2 x 500	1.25	..	1.87½	+	26 x 15 in	..	7.50
				1 mg 2 x 500	8.367	..	12.55	+	three-heat	..	6.50
				1 mg pack of 100					26 x 15 in	..	7.50
				MACLEANS (105 BT) toothpaste standard	1.15dz	0.29dz	0.15		MILLOPHYLINE (346 Dales) pack of 50 suppositories		
									child and adult		
									pack of 30 tablets 0.1g		

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
MIMETTE (75 Avlex) (distributors 649 ICI)				NITROLAN (878 Napp)					OTODEX (1418 Strenol)		
sachets 20	2.12dz	0.53dz	0.30	tablets 2.6 mg 50	0.85		1.13		ear drops (vet.) 14 ml	1.49dz	0.37dz
MINERS (876 MP)				250	3.90	..	5.20		225 ml	1.00	0.25
roll on foundation	2.17dz	0.545dz	0.32	6.4 mg 50	1.15	..	1.53				1.75
water colour eye shadows	1.10dz	0.275dz	0.16	250	5.35	..	7.13		OVALOIDS (641 HSL)		
MINOX (139 Bleasdale)									tablets	36	0.13
worm treatment 50 ml	1.15dz			NOCOLD (705 Kirby)					72	0.22	0.03
100 ml	1.58dz			tablets	12	1.37dz	0.345dz	0.23			0.38
500 ml	0.55								OVERONES (137 Blakoe)		
MIRRA-COAT (174 BMAH)				NO-DEL (1091 Rybar)					100	0.56	0.14
MIRRA-COAT (174 BVP)				28 g	1.50dz	0.37dz	0.22		PADDI (1073 Robinson)		
MISS WINDSOR (1221 Windsor)				aerosol	0.61	..	0.92	†s4P	pads	20	3.348
splash Cologne	..	..	1.50	NORATEX (901 Norton)					(1½ dz)	..	0.24
spray Cologne	..	..	0.59	(distributors 1545 Vestric)					nappy rolls disposable		
MISTY (109 BCL)				cream 500 g	0.73				PAL (967 Petfoods)		
hair spray aerosol									economy	2.21dz	0.35dz
100 g	1.11dz	0.28dz	0.16	NORLESTRIN (938 PD)					PALMOLIVE (280 CP)		
112 g	1.22dz	0.30dz	0.17½	tablets 3 x 21	0.85	..	1.27½†s4B		shampoo		
270 g	2.02dz	0.50dz	0.29						regular, medicated		
113 g	1.53dz	0.38dz	0.22	NORVIC (902 Norvic)					or herb	2.42	0.605
polish remover	52 cc	0.70dz	0.10	electric blankets					(1½ dz)	(1½ dz)	0.22
shampoo	6 oz	1.18dz	0.17	Carnation quilt					shave cream lather		
Young Set				60 x 30	..	..	8.75		or brushless	large	1.54dz
deodorant 70 g	1.11dz	0.28dz	0.16	Ferndown 60 x 48	..	..	11.25		giant	2.16dz	0.54dz
hair spray 100 g	1.11dz	0.28dz	0.16	60 x 32	..	..	6.69			1.70	0.425
280 g	2.02dz	0.50dz	0.29	60 x 46	..	..	8.75		shaving stick refill	(2 dz)	(2 dz)
				Heatherdown 50 x 43	..	..	6.26				0.10
				Heather quilt 48 x 44	..	..	8.75		soap, green	bath	3.49
MITCHUM (1520 IPM)				NOSKEETO (1091 Rybar)					(4 dz)	(4 dz)	0.10
Esoterica cream				25 ml	0.90dz	0.22dz	0.13		family	3.41	0.855
special 85 g	1.27	0.32	2.15						(3 dz)	(3 dz)	0.12
hand lotion 160 g	0.68	0.17	1.12	NOSTROLINE (705 Kirby)					gold	2.62	0.655
MIXOGEN (917 Organon)				..	1.52dz	0.38dz	0.20		(3 dz)	(3 dz)	0.10
tablets 2 x 500	5.758	..	8.64	NOVA (716 Krups)					PAN (1614 Inter Pan)		
pack of 25			d	bathroom scales	..	..	3.80		instant dry shampoo		
MONIL (858 Monil)				NOVAVON (100 BI)					3oz	2.68dz	0.67dz
hair colour	..	0.145	0.035	audio-sonic vibrator	..	..	22.50		6oz	4.44dz	1.11dz
MONOTHEAMIN (413 Lilly)				N.P.U. (903 NPU)							0.6
and Amytal Pulvules "A" 500			d	hot water bottles					PARACODIN (86 Barclay)		
MOORES (878 Napp)				Cosy	0.315	..	0.45		drops 15 ml	0.17	0.04
teething jelly 10 g	0.14	..	0.19	De luxe	0.655	..	0.98		syrup 100 g	0.39	0.08
MORR MEL (1545 Vestric)				Everwarm	0.465	..	0.70		PARDALE (346 Dales)		
ointment 250 g			d	Meteor	0.36	..	0.53		paediatric elixir		
MOTHER SEIGELS (727 Lane)				Petal	0.40	..	0.60		50 ml	3.00dz	..
syrup 53 ml	0.12	0.03	0.20	Superheat	0.40	..	0.60		250 ml	0.80	..
MULSIVIN (1091 Rybar)				Twinheat	0.44	..	0.66		100	8.16dz	..
150 ml	1.80dz	0.45dz	0.26½†DDI	Vulcan	0.415	..	0.62		500	2.75	..
500 ml	4.45dz	1.11dz	0.65	NU-DEAL (903 NPU)					tablets	100	8.16dz
MW (1145 Sirex)				toilet rolls	1.20	..	0.08		PASSIONNEMENT (1397 PdeLL)		
eau de toilette 2 oz	..	..	2.25	(1½ dz)	..	..	0.08		Cologne 1 oz	3.146	3.43dz
4 oz	..	..	3.50	NUDIT (596 HR)					2½ oz	3.141	6.50dz
7½ oz	..	..	5.25	hair remover					4 oz	3.148	11.65dz
atomiser 1 oz	..	..	1.40	rinse-off spray	..	..	1.55		8 oz	3.150	18.86dz
perfume ¼ oz	..	..	3.50	NULACIN (113 Bencard)					perfume 2 cc	3.005	3.08dz
½ oz	..	..	5.00	tablets 25	0.12	0.03	0.21		4 cc	3.163	4.80dz
1 oz	..	..	8.00	NU-SOFT (903 NPU)					½ oz	3.159	6.50dz
MYOCRISIN (971 PSMB)				hankies 3ply 16	1.50	0.17	0.03		½ oz	3.053	14.74dz
ampoule 1 mg	0.09	..	0.13½	(6 dz)	(6 dz)		0.03		1 oz	3.059	21.60dz
5 mg	0.10	..	0.15	(3 dz)	(3 dz)		0.08		2 oz	3.065	36.00dz
10 mg	0.12	..	0.18	(2 dz)	(2 dz)		0.13		PATTERSONS (641 HSL)		
20 mg	0.14	..	0.21	kitchen rolls	1.64	0.185	0.09½		pills forte	50	0.22
50 mg	0.19	..	0.28½	(2 dz)	(2 dz)		0.17		PAVULON (917 Organon)		
10	1.74	..	2.61	twin pack	1.46dz	0.165dz	0.05½		ampoules 100	8.80	..
"N" (1397 PdeLL)				tissues 50	1.84	0.205	0.05½		pack of 6		13.2
Cologne 1 oz	3.145	3.43dz	0.50	toilet rolls	1.53	..	0.05		PAYNOCIL (113 Bencard)		
2½ oz	3.140	6.50dz	0.95	(3 dz)	(3 dz)		0.05		tablets 18	0.08	0.02
4 oz	3.125	11.65dz	1.70	flat packs	1.87	..	0.05		junior	20	0.05
8 oz	3.127	18.86dz	2.75		(4 dz)	(4 dz)	0.05		PCM (878 Napp)		
perfume 2 cc	3.004	3.08dz	0.45	NYLAX (175 BCP)					tablets	100	0.28
4 cc	3.162	4.80dz	0.70	laxative tablets 50	1.14dz	0.29dz	0.15		500	1.20	..
¼ oz	3.158	6.50dz	0.95	OLBAS (727 Lane)					PEDELENE (947 Pedelene)		
½ oz	3.052	14.74dz	2.15	oil 10 ml	0.17	0.04	0.27		antiseptic solvent	..	1.00dz
1 oz	3.058	21.60dz	3.15	28 ml	0.385	0.095	0.66		PEDIGLEEM (101 Beautisales)		
2 oz	3.064	36.00dz	5.25	pocket inhaler	0.22	0.055	0.38		spray tonic 141 g	0.36	0.09
NASCIODINE (1418 Strenol)				OOZOO (250 Cheetham)					PEDIGREE CHUM (967 Petfoods)		
cream 56 g	1.53dz	0.38dz	0.22½	denture powder small	0.70dz	0.17dz	0.11		economy	2.30dz	0.36dz
225 g	4.94dz	1.23dz	0.72	large	1.20dz	0.30dz	0.17½		PEGINA (1417 Coraline)		
NATROSLIM (1617 Angel)				OPERIDINE (666 Janssen)					indigestion mixture	0.28	0.07
herbal laxative 300 g	0.51	0.155	0.92	ampoules 2.15 ml 10	1.85		DDa		PENIDURAL (1352 Wyeth)		
NAVIGATOR (338 Cussons)				50	8.50		DD		injections		
shaving stick refill	..	0.536dz	0.139dz	ORABASE (1176 Squibb)					all purpose vial	1.2 mu	0.21
NAZO (705 Kirby)				paste 15 g	0.17	0.045	0.26		long-acting vial 10 ml	0.69	..
nasal drops 10 ml	1.20oz	..	0.20	80 g	0.55	0.14	0.83		PEROIDIN (809 M&W)		
NELLA (1517 Nella)				ORABOLIN (917 Organon)					50 mg	100	0.32
red oil 0.16	0.04		0.26	tablets pack of 25					200 mg	100	0.40
NEO RYBAREX (1091 Rybar)				ORADEXON (917 Organon)					PERUTZ (1136 Silber)		
15 ml	3.00dz	..	0.37½	ampoules 5 mg/ml 25	10.40	..	15.60	TS	cine film standard 8		
NEOVIT (1091 Rybar)				tablets 2 mg 100	5.50	..	8.25	TS	black and white U27, U21		
150 ml	1.70dz	0.42dz	0.24	ORAHESIVE (1176 Squibb)					Penichrome super 8		
250 ml	2.35dz	0.59dz	0.34	powder 15 g	0.27	0.07	0.41		colour reversal		
NERVATOGEN (1518 Morton)				ORGRAINE (917 Organon)					standard 8 CUS 88		
1 oz	1.60dz	0.40dz	0.23	tablets pack of 10					colour negative film		
50 ml	2.85dz	0.715dz	0.41	ORIENTAL SPICE (1131 Shulton)					126	12 exp	..
NESTARGEL (883 Nestle)				after shave and shaver lotion	6229	3.02dz	0.74dz	0.45	135	20 exp	..
100 g	3.45dz	0.87dz	0.45		6227	9.04dz	2.20dz	1.35	C18	36 exp	..
NEUTON BEK (641 HSL)					6228	13.10dz	3.19dz	1.95	126	20 exp	..
pills 36	0.13	0.03	0.23	dragonhead	..	9.40dz	2.29dz	1.40	120	20 exp	..
72	0.22	0.055	0.38	soap 6232	5.37dz	1.31dz	0.80		PHENERGAN (971 PSMB)		
NEUTRAPHYLLINE (311 C)				talc 6233	6.02dz	1.47dz	0.90		cream 2% 25 g	0.15	..
ampoules 3 ml 5	0.35	..	0.44	ORLANE (1145 Sirex)					elixir 125 ml	0.16	..
packs of 6			d	Bronzillane	..	..	1.90		21	1.52	..
NEYDHARTING (1617 Angel)				OTALGAN (1259 Unichem)					PHENSEDYL (971 PSMB)		
moor-peat bath 1.60	0.40		2.82	ear drops 6 g	0.10	0.025	0.17½		linctus 21	2.14	..
NEZ (1091 Rybar)				12 g	0.15	0.04	0.26½		PHILIPS (977 PE)		
drops 15 ml	1.40dz	..	0.17½	OTEX (705 Kirby)					hair dryer	hand	3.139
spray 1.40dz	..	..	0.17½	earache drops 10 ml	1.20dz	0.30dz	0.20		PHISODERM (1599 Winthrop)		
tablets 12	1.30dz	0.32dz	0.18½	OTOCEROL (188 BSH)					150 ml	0.34	0.085
				OTOCEROL (402 Earex)					PICKLES (982 Pickles)		
									corn-ring/ointment pack	1.46dz	0.25dz

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
DE (208 BW)				RAYMOND (1032 Raymond)				RYOTOL (1091 Rybar)			
worm powder				brill wax 50 g	0.20	0.05	0.42	15 ml	1.90dz	0.47dz	0.28 ±
8 oz			d	colour rinse 15 cc	0.12	0.03	0.25	SA-37 (174 BVP)			
				30 cc	0.23	0.06	0.44	powder, cat	100 g	0.34	0.51
LES (1352 Wyeth)				hair lacquer 80 cc	0.13	0.03	0.26	dog	200 g	0.48	0.72
00			d	hand lotion 112 cc	0.20	0.05	0.42	5 lb	4.02	6.03	
				shampoo R77 sachets	0.22dz	0.055dz	0.03½	60	0.42	0.63	
				15 g	0.05	0.01	0.08	450	2.71	4.06½	
X (1068 Roberts)				R.B.C. (1091 Rybar)				SALUBRIA (135 TB)			
150 ml	2.24dz	..	0.29	25 g	1.38dz	0.34dz	0.20 +	Himalayan nerve tonic			
25	1.47dz	..	0.19	500 g	0.97	0.24	+	tablets	150	5.76dz	1.44dz
								250	9.00dz	2.25dz	0.84
Beecham)				RENIPAS (1046 Renipas)				500	16.40dz	4.10dz	1.32
rd				analgesic tablets 24	0.71dz	0.18dz	0.11	1000	29.45dz	7.36dz	2.40
	1.895dz*	0.29dz		RESINOL (1418 Strenol)							4.32
	* includes 0.30 dz bottle deposit			ointment 34 g	1.93dz	0.48dz	0.26	SAM (967 Petfoods)			
	3.01dz*	0.49dz		soap ..	0.98dz	0.25dz	0.13		3.09	0.49	0.06
	* includes 0.30 dz bottle deposit			REVLON (1052 Revlon)				(6 dz)	(6 dz)		
DID (989 Polaroid)				feminine hygiene spray				SANIDENT (1232 T&R)			
up kit	543	..	9.28	4 oz	0.39	..	0.70	denture cleaner	..	0.75dz	0.19dz
kit	563	..	9.28	RHEUMALAX (488 Fylde)				..	1.20dz	0.30dz	0.10½
it kit	581	..	9.28	(distributors 234 Cartwright)							0.17
DOUR (991 PLL)				RIBENA (103 Beecham)				SARAKAN (70 AHF)			
il sprays	90 cc	0.90dz	0.225dz	standard	2.135dz*	0.33dz		toothpaste	..	..	0.25
il	54 cc	0.65dz	0.165dz		* includes 0.33 dz bottle deposit			SAVLON (649 ICI)			
osol	6 oz	1.70dz	0.425dz	large	2.875dz*	0.465dz		babycare talc 240 g	1.85dz	0.46dz	0.26
	16 oz	2.40dz	0.60dz		* includes 0.30 dz bottle deposit			SENOKOT (1037 Reckitt)			
(256 CPL)				RIMMEL (1063 Rimmel)				syrup 150 ml			d
cold cream 42cc	2.02dz	0.51dz	0.27	compressed powder				SENSODYNE (1178 Stafford)			
90cc	3.24dz	0.82dz	0.44	compact	2.185dz	0.533dz	0.32	toothpaste	standard	2.04dz	0.51dz
PANTS (1621 Interbro)				dewy skin lotion	1.85dz	0.451dz	0.27	economy	3.06dz	0.765dz	0.28½
	0.14	..	0.19	eye crayon collection	5.845dz	1.425dz	0.85	SETON (1127 Seton)			0.41½
ENE (1616 Linpha)				liner pencil	1.165dz	0.284dz	0.17	(distributors 93 BJ)			
distributors 276 C & C)				shadow applicator	1.37dz	0.334dz	0.20	leg drainage bag	2.50		
es 100 mg	100	4.53	1.14	lash thickener	1.645dz	0.401dz	0.24	(1½ dz)	1.50		
500	22.00	5.50	38.50	lip brush	2.265dz	0.552dz	0.33	male incontinence sheath	(1½ dz)		
RDALL (265 JC&Co)				lipstick twist-up	1.645dz	0.401dz	0.24				
ptic cleanser				make-up brush	2.185dz	0.533dz	0.32	SEVNOLS (402 Earex)			
227.3 ml	1.35dz	0.337dz	0.18	mascara brush-on	2.185dz	0.533dz	0.32	100 ml	0.15	0.037	0.25
568.2 ml	2.85dz	0.712dz	0.37	medicated cake	1.37dz	0.334dz	0.20	200 ml	0.23	0.057	0.35
4.546 l	10.80dz	2.70dz	1.42½	oatmeal soap	0.955dz	0.233dz	0.14	200 ml	0.23	0.058	0.35
OSTICON PLANOTEST (917 Organon)				talc perfumed	1.225dz	0.297dz	0.18	SHAMPOODLE (680 Kallium)			
20	5.00	..		translucent blush	1.165dz	0.284dz	0.17	shampoo	4 oz	1.32dz	0.33dz
YL (917 Organon)				ROBERTS (1068 Roberts)				10 oz	2.64dz	0.66dz	0.43
ules 100 µl/ml			d	glycerine, lemon & honey							
LEYS (1618 BFL)				70 ml	0.86dz	0.22dz	0.12½	SHEEN (923 OG)			
ound	0.09	0.025	0.14	glycerine, lemon & ipecac				SHEEN (109 BCL)			
	0.155	0.04	0.24	70 ml	0.86dz	0.22dz	0.12½	25 g	1.18dz	0.30dz	0.17
GIN (117 BPL)				liquid paraffin 225 ml	1.15dz	..	0.13½	SHEER GENIUS (813 MF)			
s 500 mg	10.80	..	16.20	olive oil 71 ml	0.93dz	..	0.11	powder cream tube	0.281	0.069	0.49
SS (716 Krups)				white petroleum jelly				SILCOT (786 Macdonald)			
oom scales	..	..	4.28	190 g	1.47dz	..	0.17½	sanitary towels			
RMIDE (695 TK)				ROBINSONS (1449 R&CFD)				size 0	4.32	..	0.16
YD 50 (406 ECM)				stage II instant baby				size 1	(3 dz)	..	
les 30	0.80	0.20	1.40 +	food	0.73dz	..	0.09	size 1 (6)	6.48	..	0.18
ALIN (137 Blakoe)				electric razor				size 2	(4 dz)	..	
100	0.56	0.14	1.00	tiara TS 850	5.83	1.46	9.50	size 3	2.67	..	0.10
RAL (221 Camden)				ROSEDALE (451 F&J)				size 4	(3 dz)	..	0.20
entry			d	shaver foam	2.88dz	0.72dz	0.39	size 3	4.26	..	0.23
BS (705 Kirby)				RYBAFERRIN (1091 Rybar)				size 4	(2 dz)	..	
purifying tablets				tablets 75	1.80dz	0.45dz	0.26½±	size 4	3.84	..	0.28
100	2.00dz	..	0.25	RYBAFORM (1091 Rybar)					(1½ dz)		
xi 50	0.83	..	1.25	115 ml	1.10dz	0.27dz	0.16	SINGLETONS (898 Northern)			
ILLE (Balenciaga (386 Douek))				2½ l	1.10	0.27		eye ointment	0.12	0.03	0.22½±
te toilette 1½ oz	1.05	0.265	1.90	RYBAR (1091 Rybar)				SKEET-O-STIK (652 Ingasetter)			
4 oz	1.70	0.425	3.05	baby cream 60 g	1.00dz	..	0.12½	insect repellent	..	0.09	0.15
7 oz	2.75	0.69	4.95	cold sore lotion tube	0.80dz	0.20dz	0.12	SKELS (1152 SK)			
15 oz	4.05	1.015	7.30	dandruff lotion 110 ml	1.60dz	0.40dz	0.23	diabetic chocolate bar	..	..	0.09
32 oz	5.95	1.49	10.70	diabetic linctus 150 ml	3.00dz	0.75dz	0.43½±DDI	(2 dz)	..	..
omiser	..	2.15	3.85	ear drops 15 ml	0.90dz	0.22dz	0.13	pastilles	..	1.20dz	0.215dz
me ⅞ oz	0.92	0.23	1.70	eye drops 15 ml	1.08dz	0.27dz	0.15	wafers	..	2.16	0.12
⅞ oz	1.17	0.295	2.15	eye lotion 60 ml	0.88dz	0.22dz	0.13	(2 dz)	..	..
½ oz	1.70	0.425	3.15	greyhound tonic 250 ml	1.70dz	0.42dz	0.23½	SLEEPIES (1327 WSL)			
½ oz	2.80	0.70	5.20	500 ml	3.20dz	0.80½	0.47	hair curlers		0.655dz	0.164dz
1 oz	4.45	1.115	8.25	inhaler	10.20dz	..	1.27	SLIMPLICITY (1246 Trent)			
2 oz	7.00	1.75	12.95	with mask	10.20dz	..	1.68	herbal slimming aid	6.00dz	1.50dz	0.95
4 oz	11.15	2.79	20.60	midjet	8.40dz	..	1.00	SMA (1352 Wyeth)			
omiser	..	2.32	4.30	bottom cap	0.90dz	..	0.11	liquid	370 ml	0.11	
refill	..	1.58	0.395	mask	2.52dz	..	0.32	powder	450 g	0.37	
O (1091 Rybar)				neck cap	2.65dz	..	0.34	SMITH KENDON (1152 SK)			
ts 60	6.80dz	1.70dz	0.99	nylon filament	0.12dz	..	0.02	glucose tablets	..	1.64dz	0.295dz
150	1.35	0.34	2.28	reservoir	2.10dz	..	0.25	lozenges			
RAY (608 Hinders)				rubber bulb	2.70dz	..	0.34	Brompton	..	0.95dz	0.237dz
s				rubber bush	0.12dz	..	0.02	linseed, liquoance and	..	0.74dz	..
fra-red/radiant heat				stopper cap	0.48dz	..	0.06	chlorodyne carton	0.74dz	..	0.09
No.101	4.52	..	6.40	syphon tube-ball	0.90dz	..	0.11	tin	0.95dz	0.237dz	0.14
y infra-red No.101	4.52	..	6.40	standard plastic	1.62dz	..	0.20	pastilles			
y infra-red No.101	4.72	..	6.68	glass	0.90dz	..	0.11	blackcurrant iodised..	0.95dz	0.237dz	0.14
-red/radiant heat				washers (1 or s)	0.12dz	..	0.02	bronchial	..	0.95dz	0.237dz
No.102	5.90	..	8.35	iodine pencil	0.65dz	0.16dz	0.09½	catarrh	..	0.95dz	0.237dz
y infra-red No.102	5.90	..	8.35	mange remedy 115 ml	1.00dz	..	0.12½	red gum and menthol	..	0.98dz	0.237dz
y infra-red No.102	6.10	..	8.63	ointment (vet) 25 g	1.40dz	0.35dz	0.20½±				
-red/radiant heat				tonic tablets (dogs) 30	0.90dz	0.22dz	0.13	SOFRA TULLE (1087 Roussel)			
No.103	5.90	..	8.35	100	2.40dz	0.60dz	0.35	pieces 10 x 10 cm (10)	0.40		TS
y infra-red No.103	5.90	..	8.35	inhaler special				SOMBRERO (532 Goya)			
y infra-red No.103	6.10	..	8.63	syphon tube-ball valve				cream tube 50 g	0.131	0.032	0.23
-red/radiant heat				RYBAREX (1091 Rybar)				tablets	100	0.45	0.67½±s4ADDI
No.104	12.78	..	18.08	15 ml	3.00dz	..	0.37½	500	2.16	..	3.24 ±s4ADDI
y infra-red No.104	12.78	..	18.08	100 ml	1.70	..	2.55	SONERGAN (971 PSMB)			
y infra-red No.104	12.98	..	18.36	115 ml				tablets	50	0.24	0.36 ±s1s4A
ement elements				RYBARVIN (1091 Rybar)				500	2.13	..	3.19½±s1s4A
fra-red/radiant heat	1.02	..	1.44	15 ml	3.00dz	..	0.37½±	SONERYL (971 PSMB)			
50w infra-red	1.02	..	1.44	100 ml	1.70	..	2.55 +	tablets 100 mg	100	0.19	0.28½±s1s4A
w infra-red	1.26	..	1.78	115 ml				500	0.68	..	1.02 ±s1s4A
AY'S (573 JH)				RYBRONSOL (1091 Rybar)				5000	6.48	..	9.72 ±s1s4A
y relief	1.68dz	0.42dz	0.23	12	1.35dz	0.34dz	0.20 +	SOOTHENE (727 Lane)			
C. (1091 Rybar)				RYMEL (1091 Rybar)				antiseptic cream 28 g	0.11	0.03	0.20
ment (vet.) 25 g	1.40dz	0.35dz	0.20½	150 ml	1.08dz	0.27dz	0.15½	SOOTHON (641 HSL)			
500 g	1.10	0.33	1.92	RYOTIN (1091 Rybar)				prickly heat powder			
NA (1369 RM)				outfit (vet.)	..	2.16dz	0.54dz	0.31½±			
ette oval No.703	1.28dz	0.32dz	0.20					60 g	0.11	0.03	0.19

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
SPRILON (1497 PGBL) (distributors 1556 Farillon) aerosol spray 200 g	0.70			TABLOID (208 BW) aspirin 300 mg 100			d	zinc oxide plaster B.P.C. ½ in x 1 yd ..	0.385dz		
SPRITE (680 Kalium) 1 oz	0.72dz	0.18dz	0.14	TAMPOVAGAN (221 Camden) stilboestrol and sulphathiazole 12			d	½ in x 3½ yd ..	0.875dz		
4 oz	1.68dz	0.42dz	0.27	TARCORTIN (1178 Stafford) cream 15 R	2.31dz	0.58dz	0.33	½ in x 5 yd ..	1.14dz		
10 oz	3.12dz	0.78dz	0.47	30 R	3.745dz	0.935dz	0.54½	1 in x 1 yd ..	0.54dz		
STABILLIN VK (147 Boots) tablets 125 mg 100	0.45		0.68 TS	TAR GARD (1213 T.G.) anti smoking device	0.59	0.20	1.13	1 in x 3½ yd ..	1.23dz		
500	2.15		3.23 TS	TAYLOR'S (1073 Robinson) belladonna plasters porous				1 in x 10 yd ..	2.66dz		
250 mg 100	0.85		1.28 TS	breast 6 in ..	0.89dz	0.223dz	+	2 in x 5 yd ..	2.85dz		
500	4.00		6.00 TS	7 in ..	1.02dz	0.255dz	+	3 in x 10 yd ..	6.26dz		
STAG (848 Minnesota) after-shower talc ..	1.84dz	0.462dz	0.26	red felt				½ in x 10 yd ..			d
pre-shave lotion ..	2.78dz	0.695dz	0.39	5 x 7½ in ..	1.275dz	0.319dz	+	1 in x 5 yd ..			d
STANOIL (1282 VB) shampoo ..	1.80dz	0.45dz	0.27	7 x 11 in ..	2.55dz	0.638dz	+	2 in x 10 yd ..			d
STERILODERM (970 PM) bactericidal gel 60g	0.20	0.05	0.35	red flanellette				3 in x 10 yd ..			d
dispenser 500g	2.81	0.21	4.43	5 x 7½ in ..	0.99dz	0.248dz	+	4 in x 5 yd ..			d
refill 500g	0.81	0.21	1.43	7 x 11 in ..	1.985dz	0.496dz	+	4 in x 10 yd ..			d
STRENOL (1418 Strenol) skin cream (vet.) 34 g	1.51dz	0.38dz	0.22	B.P.C. white cloth							
STUART EDGAR (506 Gerhardt) nappy liners 50	1.76dz		0.22	5 x 7½ in ..	0.655dz		+				
100	3.12dz		0.39	7 x 11 in ..	1.31dz		+				
STUD (1600 SHL) 100	0.98		1.75	boil plasters 144	2.00	0.50					
hormone cream 700 ..	1.05	tax paid	1.85	corn plaster, Ivy Leaf ..	0.485dz	0.121dz					
STUGERON (666 Janssen) tablets 15 mg 50	0.60		†s7	salacid 1½ x 3 in 20%	0.34dz	0.085dz					
1000	10.92		†s7	40%	0.375dz	0.099dz					
SUBLIMAZE (666 Janssen) ampoules 2.15 ml 10	1.42			first-aid dressings							
10.5 ml 50	6.65			waterproof	tin	0.575dz					
3.25	3.25					1.15dz					
SULTAN (1246 Trent) male tonic tablets 60	4.20dz	1.05dz	0.73	strips							
SUNBEAM (1199 Sunbeam) hair dryer				2½ x 6 in x 12 ..	0.305dz						
Lady Sunbeam				¾ x 1½ in x 144 ..	0.545						
floor stand BHD/1	4.87	1.22	7.71	¾ x 2½ in x 144 ..	0.60						
hairstyler BHDFS/1	1.38	0.16	2.00	¾ x 3 in x 144 ..	0.65						
over blankets GHS/A	3.98	1.00	6.31	1½ x 3½ in x 50 ..	0.49						
single GSB1/2	8.54	2.14	13.53	1 x 1½ in x 50 ..	0.25						
double GSDBI/2	9.77	2.44	15.46	1½ x 2½ in x 50 ..	0.315						
double dual GDDBI/2	11.33	2.83	17.93	wound dressings							
under blankets				1½ x 2 in x 50 ..	0.365						
single GSU3/2			7.71	2 x 3 in x 50 ..	0.66						
double GDU3/2			9.64	2½ x 3½ in x 50 ..	0.735						
shavers				1½ x 1½ in x 50 ..	0.325						
International G10	7.93	1.98	12.55	circlettes ¾ in dia. 100	0.345						
Shavemaster				1½ in dia. 100	0.42						
XSM1000	10.38	2.60	16.44	individually wrapped							
SMTI	10.72	2.68	16.97	1½ x 1½ in x 100 ..	0.81						
SUPERSOFT (1038 R&C) hairspray 200 g	2.76dz	0.69dz	0.36	1½ x 2 in x 100 ..	0.86						
160 g, 240 g and 380 g			d	2 x 3 in x 100 ..	1.32						
SURE (412 Elida Gibbs) antiperspirant economy	3.79dz	0.95dz	0.50	2½ x 3½ in x 100 ..	1.73						
SYLVIA (339 CG) sanitary towels				¾ x 1½ in x 100 ..	0.635						
disposable tab ends	0.96dz		0.10	¾ x 2½ in x 100 ..	0.70						
SYNADRIN (614 Hoechst) tablets 10 x 10	2.94	0.74	5.15	¾ x 3 in x 100 ..	0.69						
packs of 50 and 100			d	sponge rubber adhesive							
SYNTOCINON (1098 Sandoz) ampoules 2 i.u. 2 ml	0.34		†s4B	¾ x 3½ x 6 in (3)	3.98dz						
pack of 6			d	¾ x 3 x 18 in ..	3.00						
SYNTOMETRINE (1098 Sandoz) ampoules 1 ml 10	0.42		†s4B	¾ x 36 x 18 in ..	2.38						
pack of 6			d	unsprayed							
TABAC ORIGINAL (443 Eylure) after shave lotion				¾ x 3½ x 6 in (3)	3.475dz						
opaline 15 cc			0.39	¾ x 36 x 18 in ..	2.24						
47 cc			0.69	¾ x 36 x 18 in ..	1.61						
90 cc			0.99	strapping adhesive waterproof							
163 cc			1.55	1 in x 1 yd ..	0.705dz						
305 cc			2.75	1 in x 2½ yd ..	0.845dz						
after shave balm				½ in x 5 yd ..	0.99dz						
deodorant			0.99	1 in x 5 yd ..	1.505dz						
spray 50 g			0.66	2 in x 5 yd ..	2.50dz						
175 g			1.50	3 in x 5 yd ..	3.80dz						
talcum 35 g			0.65	4 in x 5 yd ..			d				
eau de Cologne				superfoam adhesive							
opaline 15 cc			0.40	¾ x 36 x 18 in ..	1.28	0.32					
47 cc			0.75	¾ x 36 x 18 in ..	1.70	0.425					
90 cc			1.05	unsprayed							
163 cc			1.59	¾ x 36 x 18 in ..	0.92	0.23					
305 cc			2.85	¾ x 36 x 18 in ..	1.40	0.35					
hair tonic lotion				wintergreen and capsicum							
oily or dry 90 cc			0.69	plasters							
163 cc			1.05	5 x 7½ in ..	0.685dz	0.171dz					
pre shave lotion 47 cc			0.69	7 x 11 in ..	1.37dz	0.343dz					
163 cc			1.55	wool felt soft 100% Merino							
shaving foam spray				wool spread							
150 g			1.32	36 x 18 x ½ in ..	1.25						
100 g			0.70	¾ in ..	1.85						
refill 100 g			0.65	¾ in ..	2.70						
soap on a rope			1.35	¾ in ..	3.09						
soap toilet size (1)			0.55	unsprayed							
raffia bag (3)			1.59	36 x 18 x ½ in ..	0.95						
soap bath size (1)			0.79	¾ in ..	1.54						
raffia bag (1)			0.85	¾ in ..	2.40						
				¾ in ..	2.78						
				semi-compressed							
				spread							
				36 x 18 x ½ in ..	1.49						
				¾ in ..	2.14						
				¾ in ..	2.81						
				¾ in ..	3.54						
				surgical							
				spread							
				4 x 3½ x ¾ in ..	1.01dz						
				4 x 3 x ¾ in ..	1.01dz						
				3 x 3 x ¾ in ..	1.01dz						
				6 x 6 x ¾ in ..	2.02dz						
				6 x 4½ x ¾ in ..	2.02dz						
				4 x 4½ x ¾ in ..	2.02dz						
				unsprayed							
				4 x 3 x ¾ in ..	0.81dz						

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
camer			6.51	VALIUM (1074 Roche)				VIEW MASTER (490 GAF)			
ure cups			0.81	capsules 2 mg 100	0.53		†s4P	album 199010			0.55
	IJ10		5.20	500	2.13		†s4B	64 movie 504100			35.95
	IJ12		5.98	5 mg 100	0.77		†s4B	64R movie 504120			39.95
	IJR10		5.67	500	3.15		†s4B	65 movie 504200			53.95
	IJR12		6.25	tablets 2 mg 100	0.53		†s4B	case 509100			2.95
aver	API		6.00	500	2.13		†s4B	film cutter 199370			7.75
bases				5 mg 100	0.77		†s4B	glasses, Polaroid			
0, TR1, TR3 series, TRX10, SA6.5				500	3.15		†s4B	199500			0.80
TRD, TRF, TRC, TM2-10, ACC10								199400			0.15
ACC13			0.60	VALLEDRIINE (971 PSMB)				lamps			
HF10, HF13, M10, M13			0.79	linctus 125 ml	0.19		0.28†s4B	for 411 projector 100			1.50
bungs TRX10, TR1, TR3 series,				21	2.24		3.36 †s4B	for 511 12V			3.25
TM2-10			0.49					for 111			
T10, SA6.5, ACC10, ACC13			0.54	VALLERGAN (971 PSMB)				projector 50W			1.35
H10, H13			0.57	syrup 125 ml	0.24		0.36 †s4B	500W stereo			4.95
M10, M13, M16, M19			1.13	11	1.32		1.98 †s4B	library box 199110			1.20
TRD, TRF, TRC			1.07	forte 125 ml	0.46		0.69 †s4B	home movies, Walt Disney			
plastic liners for ice jar			0.54	11	3.10		4.65 †s4B	S.V.standard B/W			
rubber seals			0.20	tablets 10 mg 10	0.32		0.48 †s4B	602110			1.15
tongs			0.38					S.V.sup. B/W			
				VALLEX (971 PSMB)				601110			1.15
TS (1237 Tillott)	0.24	0.06	0.43	linctus 125 ml	0.19		0.28†s4B	L.V.standard B/W			
tar ointment				VANISH (1037 Reckitt)				602110			3.15
INE (769 LH)	20 g	0.70		fly killer	7.55dz		0.85	L.V.sup. B/W			
			TS	VAPONA (1155 S & N)				602210			3.15
X (971 PSMB)	21	1.98	2.97	Spirelle	11.04dz		1.25	S.V.std.colour			
s (533 Grabowski)	42	2.10dz	0.52dz	VARON DANDY (1372 Santillan)				602220			3.00
AXTON TRUE BREW (1449 R&CFD)	kit	7.00dz	0.80	after shave 2½ oz			1.27	S.V.sup.colour			
kit	7.88dz		0.90	5 oz			2.28	601210			3.00
EX (705 Kirby)				lime 2½ oz			1.38	L.V.std.colour			
ache tincture	10 ml	1.20dz	0.30dz	5 oz			2.42	602220			7.00
(1243 TP)	24	0.49dz	0.12dz	brilliantine				L.V.sup.colour			
n tablets	0.70dz	0.17dz	0.10	liquid 1¼ oz			0.48	601220			7.00
y conditioner	1.39dz		0.16	solid 1¼ oz			0.62	Pana Vue 1 311090			2.95
YCIN (147 Boots)	100	0.82	1.23	Cologne 1 oz			0.70	1X 317000			1.80
s 250 mg 1000	7.90		11.85	2 oz			1.18	automatic			5.35
(1467 Trend)				4 oz			2.00	transformer			
shes	3.08dz	0.77dz	0.49½	8 oz			3.63	399670			1.50
ttty Pussies	5.06dz	1.265dz	0.79½	15 oz			6.90	projector 411 141486			9.50
n pack	0.60dz	0.15dz	0.15	31½ oz			13.04	511 142518			15.00
esive	0.60dz	0.15dz	0.15	9 oz			3.83	111 141384			5.25
er brush	0.60dz	0.15dz	0.15	36 oz			13.49	500 142817			97.50
adow brush	0.60dz	0.15dz	0.15	deodorant				reel single 102000			0.26
CORTYL (1176 Squibb)	10 g	0.65	0.98	aerosol 6 oz			1.60	pkt of 3 102030			0.80
ER (1542 Trimster) existing entry				stick 2 oz			0.78	reel mount, personal			
ER (1542 Trimster)				eau de toilette 2½ oz			1.80	101000			0.60
products	2.30dz		0.27½	6 oz			3.30	screenette 199200			0.85
s plastic	2.10dz		0.26	15 oz			7.07	talking Viewmaster			
olka dot large	3.30dz		0.40	hair cream				118000			4.95
sleeved	1.56dz		0.19	tube 1½ oz			0.37	packets			1.45
owelling	1.05dz	0.26dz	0.17	3¾ oz			0.57	theatre, Walt Disney			
dle cap lotion	1.50dz		0.18	jar 3¾ oz			0.65	121182			7.95
e flannel	2.10dz		0.25	hair dressing				T.V. 121782			7.95
opy liners one way	2.50dz		3.50	tube 1¼ oz			0.37	transformer 399670			1.50
opy squares (12)	0.50dz		0.06	4 oz			0.57	viewers			
ts	0.54dz		0.06	aerosol 6 oz			1.47	G.P.U.L. 116014			0.98
coloured small	0.65dz		0.08	perfume ¾ oz			1.55	G boxed 116022			1.75
large ex. large	1.44dz		0.18	1½ oz			4.65	H 113062			1.95
covered	2.50dz		0.30	pre-shave 2½ oz			1.27	D 111022			7.95
illy	2.20dz		0.26	5 oz			2.33				
3 row large	2.50dz		0.30	powder stick 3 oz			0.85				
trainer	3.40dz		0.40	shaving cream							
stretch	0.98dz	0.25dz	0.16	aerosol 6 oz			1.43				
mpoo				brushless tube 1¼ oz			0.37				
IDOL (666 Janssen)	500 in1		†s4B	3½ oz			0.62				
s 0.5 mg 100	1.30		†s4B	lather tube			0.65				
500	5.93		†s4B	soap toilet 3 oz			0.33				
1000	11.25		†s4B	4½ oz			0.42				
1 mg 50	0.84		†s4B	9 oz			1.18				
250	3.94		†s4B	talcum 4½ oz			0.73				
1000	14.75		†s4B	tanning spray 6 oz			2.20				
(103 Beecham)	1.715	0.31		VASOTRAN (171 BLL)							
r cat tablets	(6 dz)	(6 dz)		tablets 20 mg 120	2.16						
(252 Chelspa)				1000	16.00						
is 100 ml	2.36dz	0.59dz	0.34	VEGANIN (1310 WW)							
40 oz	1.75	0.44	†DDI	tablets 10	0.97dz	0.24dz	0.14 †DDL				
80 oz	3.28	0.82	†DDI	20	1.56dz	0.39dz	0.22 †DDI				
ges 18	1.02dz	0.255dz	0.15	50	3.36dz	0.84dz	0.47 †DDI				
100	5.00dz	1.25dz	0.75	VEIL (135 TB)							
OS Kirby)	1.65dz	0.415dz	0.25	cover cream 70 g	0.35	0.09	0.62				
hial balsam 100 ml				VELVA (60 Arden)							
(412 Elida-Gibbs)				cream 116.02			0.85				
tweeny	1.335dz	0.335dz	0.19	116.04			1.40				
standard	2.18dz	0.545dz	0.31	116.08			2.35				
and and tweeny				mask 109.98			0.95				
AL (145 B)				109.99			1.60				
les 450mg	100	2.00		moisture film 416.45			0.95				
(1256 Ulter)				416.50			1.65				
ach tablets	20	2.03dz	0.51dz	416.52			2.95				
40	3.88dz	0.97dz	0.46½	shampoo 306.99			0.65				
100	8.78dz	2.20dz	1.16	smooth lotion 205.83			0.95				
500	3.94			205.91			1.60				
OR (53 A&B)				205.95			2.65				
ts 1 g	0.15	0.04	0.26	VENTOLIN (34 A&H)							
TOIN (1548 DDSA)				tablets 2 mg 100	0.83		†s4B				
ts 50 mg 100	1.25			500	3.65		†s4B				
100 mg 100	2.00			4 mg 100	1.60		†s4B				
				500	7.00		†s4B				
				VETZYME (978 PYP)							
				dog chews	1.20dz		0.15				
				powder 13½oz	4.45dz		0.53				
				3lb	1.17		1.56				
				7lb	2.40		3.20				
				13lb	4.20		5.60				
				VIBRA (721 LC)							
				tonic bath	1.515dz	0.38dz	0.21				
				VICK (1055 RM)							
				vapour rub 38 g	2.125dz	0.53dz	0.28				
				1 oz and 2 oz sizes							

CHRISTMAS SHOWROOMS !!**10th-13th JULY BRIGHTON****10th-13th JULY BIRMINGHAM***Also later at Manchester, Croydon, Hendon.*

Hobden Room, Grand Hotel,
Brighton, Sussex.
The Midland Hotel, New Street,
Birmingham.

PERL J. L. Perl Ltd
8 Esterbrooke Street
London SW1
SOLE UK DISTRIBUTORS FOR:
Sauna Toiletries
XZ Hair Nutrient
Samsar Manicure Implements
and the genuine
Diamon-Deb, Kurlash and Twizzors

	Trade £.p	Tax £.p	Retail £.p
WYN-TARRH (44 Amovon) snuff ..	0.07	0.018	0.12½

WYOVIN (1352 Wyeth) tablets with phenobarbitone 250			d
XANADU (446 FI) antiperspirant spray ..	..	..	0.60
XB (988 Pollen) energy food tablets	0.75	..	1.00
night cream 28 g	0.83	0.17	1.37
pollen and honey 57 g	1.24	0.26	2.10
157 g	0.45	..	0.63
425 g	0.90	..	1.25
special C tablets	0.75	..	1.00

YANI (1091 Rybar) suntan oil 55 ml	1.50dz	0.37dz	0.21
112 ml	2.60dz	0.65dz	0.37
cream 50 g	1.75dz	0.44dz	0.26

YARDLEY (1355 Yardley) Black Label pre electric shave	2522J	0.28	0.07	0.49
---	-------	------	------	------

nature lipids cream cleanser 120 cc	913	0.504	0.126	0.89
cream moisturiser 60 cc	912	0.504	0.126	0.89
skin freshener 120 cc	918	0.459	0.114	0.81
quickwink mascara 579	0.334	0.083	0.59	

YEASTREL (793 MFL) 3½oz	1.29dz	..	0.14
7oz	1.98dz	..	0.22
16oz	1.86dz	..	0.42

YVES SAINT LAURENT (248 COTR) Rive Gauche body spray 920	..	..	..	2.95
moisture spray 905	..	..	..	2.95
spray Cologne 904	..	..	..	2.95
deodorant 906	..	..	..	1.95
soap 938	..	..	..	1.95
talc 946	..	..	..	1.95

"Y" bath oil 1 oz	..	..	..	3.80
eau de toilette 2 oz	..	..	..	3.65
4 oz	..	..	..	5.55
8 oz	..	..	..	8.05
16 oz	..	..	..	12.55
atomizer 1.8 oz	..	..	..	3.65
4 oz	..	..	..	5.55
refill ..	..	..	..	4.55

parfum de luxe 4 oz	..	..	..	30.00
handbag atomizer ½ oz	..	..	..	4.45
refill ..	..	..	..	3.55
phial ½ oz	..	..	..	3.25
mousse 3 oz	..	..	..	3.85
spray 1 oz	..	..	..	8.45
refill 1 oz	..	..	..	7.45
standard ¼ oz	..	..	..	4.70
½ oz	..	..	..	6.95
1 oz	..	..	..	9.95
2 oz	..	..	..	15.00
2 oz	..	..	..	13.00

talc 2 oz	..	..	..	15.00
2 oz	..	..	..	13.00

ZIPICILLIN (208 BW) tubes 300,000 i.u.			d
ZIZANIE (446 FI) after shave 2 oz	..	..	2.00
4 oz	..	..	3.00

anti-perspirant aerosol 5 oz	..	..	1.50
creme shave aerosol 5 oz	..	..	1.50
eau de toilet spray 2 oz	..	..	2.50
4 oz	..	..	4.00
8 oz	..	..	6.00
sprinkler 2 oz	..	..	2.50
4 oz	..	..	4.00
8 oz	..	..	6.00
16 oz	..	..	10.00

talc 2 oz	..	..	..	15.00
2 oz	..	..	..	13.00

ZIPICILLIN (208 BW) tubes 300,000 i.u.			d
ZIZANIE (446 FI) after shave 2 oz	..	..	2.00
4 oz	..	..	3.00

anti-perspirant aerosol 5 oz	..	..	1.50
creme shave aerosol 5 oz	..	..	1.50
eau de toilet spray 2 oz	..	..	2.50
4 oz	..	..	4.00
8 oz	..	..	6.00
sprinkler 2 oz	..	..	2.50
4 oz	..	..	4.00
8 oz	..	..	6.00
16 oz	..	..	10.00

talc 2 oz	..	..	..	15.00
2 oz	..	..	..	13.00

ZIPICILLIN (208 BW) tubes 300,000 i.u.			d
ZIZANIE (446 FI) after shave 2 oz	..	..	2.00
4 oz	..	..	3.00

anti-perspirant aerosol 5 oz	..	..	1.50
creme shave aerosol 5 oz	..	..	1.50
eau de toilet spray 2 oz	..	..	2.50
4 oz	..	..	4.00
8 oz	..	..	6.00
sprinkler 2 oz	..	..	2.50
4 oz	..	..	4.00
8 oz	..	..	6.00
16 oz	..	..	10.00

AMENDMENTS TO KEY TO SUPPLIERS

35 Allergan	= Allergan & Co Ltd, Lane End Road, High Wycombe, Bucks. 0494 21124
49 A&V	= Antibiotics & Vitamins Ltd, Parker House, Beresford Avenue, Wembley, Middlesex. 01-903 5541.
148 Bouscarle	= R. E. Bouscarle & Sons Ltd, 15 Clifford Inn, Fetter Lane, London EC4A 1AT. 01-405 1263
157 Boxford	= Boxford (Suffolk) Whole- food Products Ltd, Boxford, Colchester, Essex CO6 5NY
174 BVP	= Bristol Veterinary Products, 1 Cremyll Road, Reading, Berks. RG1 8HF. Reading 583264.
402 Earex	= Earex Ltd, Southport, Lancs. 0704 2921.
582 Haywood	= J. H. Haywood Ltd, Abbey- field Road, Lenton Lane, Nottingham. 0602 862581
621 Hoover	= Hoover Ltd, Perivale, Greenford, Middlesex. 01-997 3311
633 H & P	= Hulman & Parker Ltd, 34 Gayton Road, Harrow, Middlesex HA1 2HF
771 LCPL	= Lofthouse Chemical Products Ltd, Copse Road Industrial Estate, Copse Road, Fleetwood FY7 7LP Lancs. 0391-7 2435
772 Lon	= Lon (UK) Ltd, 61 Sloane Avenue, London SW3 3DM. 01-589 3138.

779 Lundbeck	= Lundbeck Ltd, The Green, Welwyn, Herts. Welwyn 6601
807 MPB	= Mason Pearson Bros. 157 Picadilly, London W.1. 01-493 1916.
1028 Rapidol	= Rapidol Ltd, Inecto House, 32 Dover Street, London W1X 3RA. 01-493 7541
1121 Searle	= G. D. Searle & Co Ltd, Wharton Road, Morpeth, Northumberland, Morpeth 4311
1613 HPL	= Harp Products Ltd, Riverside House, Camwath Ro. London SW6 3HS. 01-736 751
1614 Inter Pan	= Inter Pan Ltd, 169 Regent Street, London W1. 01-734 7495
1615 BBP	= Bardsley Baby Products, 10 Bardsley Vale Avenue, Bardsley, Oldham, Lancs. 061-624 3950
1616 Lipha	= Lipha UK, Pyramid Works, West Drayton, Middlesex. West Drayton 3013
1617 Angel	= Angel Pharmaceutical Services Ltd, 422 St John Street, London EC1V 4NJ. 01-837 5373
1618 BFL	= Barclay Foods Ltd, Abbeyfield Road, Lenton Lane, Nottingham. 0602 862581
1619 PCDL	= Parfums Christian Dior (UK) Ltd, Avis Way, Newhaven, Sussex. 07912 4771
1620 Lloyd's	= Lloyd's Surgical Dept Ltd, Commercial Road, Portsmouth, Hants. Portsmouth 21451
1621 Interbro	= Interbro Ltd, Cavriy House, Ladymead, Guildford, Surrey. 0483 60757

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.
AIRAM (713 KH) existing entry			d	AMYTAL (413 Lilly) tablets 15 mg 500	0.30	..	0.4
				30 mg 500	0.38	..	0.5
AIRAM (713 KH) health lamp			i	5000	3.29	..	4.9
infra-red with stand			6.00	50 mg 500	0.49	..	0.7
bulb only			1.32	5000	4.34	..	6.5
ultra-violet with stand			9.75	100 mg 100	0.20	..	0.3
bulb only			5.07	500	0.78	..	1.1
				5000	7.28	..	10.9
ALUDROX (1352 Wyeth) tablets 60	0.285	..	0.38 a	200 mg 100	0.35	..	0.5
500	1.98	..	2.64	500	1.53	..	2.3
ALUDROX SA (1352 Wyeth) tablets 50	0.175	..	0.23½ts1s4Aa	and acetylsalicylic acid Pulvules 100	0.38	..	0.5
250	0.64	..	0.85 ts1s4A	ANEURONE (576 PH) dp 500 ml	0.42	..	0.6
AMESEC (413 Lilly) Enseals 100	0.48	..	0.72 ts1s4Aa	dp 2 l	1.50	..	2.2
500	2.16	..	3.24 ts1s4A	AQUA MANDA (532 Goya) antiperspirant spray	0.24	0.06	0.4
Pulvules 100	0.48	..	0.72 ts1s4A	fragrance 28 cc	0.229	0.057	0.4
500	2.16	..	3.24 ts1s4A	104 cc	0.372	0.093	0.6
5000	21.03	..	31.55 ts1s4A	210 cc	0.63	0.157	1.1
				spray	0.315	0.079	0.5
				golden body rub	0.298	0.074	0.5
				hand lotion	0.206	0.051	0.5

Ring

GEORGE ORRIDGE & Co.

for

Stocktaking — Business Transfers — Assessments

London Birmingham Walsall Bournemouth Liverpool Glasgow
01-434 1294/8 021-643 6547 0922 29748 0202 35832 051-236 7523 041-332 7977

					Trade £.p	Tax £.p	Retail £.p						Trade £.p	Tax £.p	Retail £.p
bath oil	sachet	0.045	0.011	0.08	CUSSENS (338 Cussons)				GENASPRIN (1530 Fisons)						
	bottle	0.298	0.074	0.52		after shave	1.444dz	0.356dz		0.20 i	50	1.36dz	0.34dz	0.20 a	
n bath	sachet	0.045	0.011	0.08			2.31dz	0.57dz		0.32	100	2.20dz	0.55dz	0.32	
	bottle	0.258	0.064	0.45	Imperial Leather				GOYA (532 Goya)						
al beauty soap		0.086	0.021	0.15	after shave	2.526dz	0.624dz	0.35 ●	Cologne	0.183	0.046	0.32 a			
oo	sachet	0.045	0.011	0.08		3.609dz	0.891dz	0.50	stick	0.183	0.046	0.32			
	bottle	0.20	0.05	0.35	existing entry				foam bath sachet	0.045	0.011	0.08			
powder		0.189	0.047	0.33	CUTICURA (1491 Cuticura)			d	fragrance spray	0.286	0.071	0.50			
					hand cream	50 g	1.24dz	0.31dz	0.17½c	perfume phial	0.183	0.046	0.32		
B (413 Lilly)					100 g	1.86dz	0.465dz	0.26	large	0.286	0.071	0.50			
450 ml	0.72	..	..	1.08 †s4Ba	tube	30 g	0.924dz	0.231dz	0.13	splash fragrance	0.172	0.043	0.30	
B-N (413 Lilly)					medicated liquid	78 g	1.73dz	0.433dz	0.24	talcum	0.258	0.064	0.45		
120 ml	0.40	0.60 TSa	ointment	25 g	1.06dz	0.265dz	0.15						
450 ml	1.36	2.04 TS	64 g	1.73dz	0.433dz	0.24	Cedar Wood						
L (413 Lilly)					shampoo	sachet	0.325dz	0.081dz	0.04½	after shave lotion	0.229	0.057	0.40		
10 mg/5 ml					bottle	75 cc	1.41dz	0.353dz	0.18½	large	0.344	0.086	0.60		
120 ml	0.26	..	..	0.39 †s4Ba	125 cc	2.05dz	0.513dz	0.27	antiperspirant spray	0.24	0.06	0.42		
450 ml	0.76	..	..	1.14 †s4B	shave foam		2.23dz	0.558dz	0.31	stick	0.20	0.05	0.35	
es 10 mg	100	0.61	..	0.92 †s4B	shaving stick		1.53dz	0.383dz	0.21	Cologne	0.258	0.065	0.45		
500	2.70	..	..	4.05 †s4B	refill		0.94dz	0.235dz	0.13	foam shave	0.263	0.066	0.46	
25 mg	100	1.23	..	1.85 †s4B	soap	85 g	0.76dz	0.19dz	0.10½	hair cream	0.172	0.043	0.30		
500	5.41	..	..	8.12 †s4B	128 g	1.07dz	0.268dz	0.15	hair spray	0.24	0.06	0.42		
					talcum	80 g	1.12dz	0.28dz	0.15½	pre electric shave	0.229	0.057	0.40		
					120 g	1.53dz	0.383dz	0.21	shave cream	0.149	0.037	0.26			
N (149 Cuticura)					CYCLOSERINE (413 Lilly)				shaving bowl	0.315	0.079	0.55			
ng detergent	15	4.59dz	1.15dz	0.63 †c	Pulvules 125 mg	100	4.00	..	6.00 TSa	refill	0.20	0.05	0.35		
					250 mg	40	3.14	..	4.71 TS	talcum	0.172	0.043	0.30		
M'S (106 Beetham)					100	7.38	..	..	11.07 TS	large	0.258	0.065	0.45	
n and cucumber					CYSTOPURIN (1530 Fisons)					GROSVENOR (547 Grosvenor)			d		
85 cc	2.40dz	0.60dz	0.35 a		tablets	40	1.46dz	0.37dz	0.18 a						
165 cc	3.48dz	0.87dz	0.50		80	2.39dz	0.60dz	0.33		GROSVENOR (1622 DGL)			i		
n and lavender					DENTIFOAM (165 Bran P)					GUERLAIN (548 Guerlain)					
85 cc	2.40dz	0.60dz	0.35 r		denture cleanser		1.40dz	0.35dz	0.20 a	lipshadings	..	..	..	0.65 ●
n and rose water					DIMELOR (413 Lilly)					treatment foundation	..	..	..	3.70
85 cc	2.40dz	0.60dz	0.35		tablets 500 mg	100	1.09	..	1.64 †s4Ba	HALDRATE (413 Lilly)					
n and white lilac					500	5.12	..	..	7.68 †s4B	tablets 2 mg	100	1.46	..	2.19 TSa
cream	1.44dz	0.36dz	0.20		DOLOXENE (413 Lilly)					HAPPY TIMES (1190 SHP)			●		
skin cream	1.68dz	0.42dz	0.25		Pulvules 65 mg	100	1.01	..	1.52 †s1a		3.955dz	0.89dz	0.49		
					500	4.55	6.83 †s1	HAVAPEN (1352 Wyeth)					
					compound-65	20	0.29	..	0.44 †s1	tablets	100	2.62	..	3.49½TSa	
S (1530 Fisons)					100	1.14	1.71 †s1	HISTADYL E.C. (413 Lilly)					
0	2.31dz	..	..	0.24 a	500	5.16	..	..	7.74 †s1	syrup	450 ml	0.59	0.15	1.04 †s7DDIa
1	4.04dz	..	..	0.42	DOLOXYTAL (413 Lilly)					2.25 l	2.59	0.65	4.54 †s7DDI	
2	6.63dz	0.69	Pulvules	100	0.95	..	1.43 †s1s4Aa	HISTALOG (413 Lilly)					
3	11.92dz	..	..	1.24	DRENISON (413 Lilly)					ampoules 50 mg/ml	6	2.81	..	4.22 a
E (1352 Wyeth)					cream	15 g	0.59	..	0.89 TSa	HOLLISTER (2 Abbott)					
250	0.54	0.71½†s1s4Aa	with neomycin	15 g	0.63	..	0.95 TS	stoma bags					
(1352 Wyeth)					ointment	15 g	0.59	..	0.89 TS	adhesive (50)	10.50			c	
es	50	0.21	..	0.28 a	with neomycin	15 g	0.63	..	0.95 TS	regular (50)	6.40				
150 ml	0.255	0.34	EDEN (29 Alfonal)				●	Karaya seal (30)	7.00				
ANS (1530 Fisons)					fruit juices					stoma bags drainable					
0.42dz	0.11dz	0.06 c			apple	24½ oz	2.39dz	0.43dz	0.29½	with adhesive square	16in				
1.10dz	0.28dz	0.14 a			blackberry	24½ oz	4.23dz	0.75dz	0.52	(50)	11.00			i	
2.20dz	0.55dz	0.29			blackcurrant	24½ oz	3.54dz	0.63dz	0.43½	Karaya seal 16in (30)	10.50			a	
2.68dz	..	0.29 a			morello cherry	24½ oz	4.13dz	0.74dz	0.51	12in (30)	10.50			i	
2.68dz	..	0.29			quince	24½ oz	2.73dz	0.48dz	0.33½	with adhesive square	12in (30)	13.00		c	
2.68dz	..	0.29			redcurrant	24½ oz	3.04dz	0.54dz	0.37½	16in (30)	13.00				
2.68dz	..	0.29			diabetic fruit juices	24½ oz	5.01dz	0.89dz	0.61½	drainage bag clamp	0.12				
2.68dz	..	0.29			blackcurrant	24½ oz	5.98dz	1.07dz	0.73½	drain tube with fitting	(10)	3.33		i	
2.68dz	..	0.29			morello cherry	24½ oz	4.35dz	0.78dz	0.53½	Karaya seal ring	3.00				
2.68dz	..	0.29			redcurrant	24½ oz	6.17	..	0.32	ostomy belt	0.77			c	
2.68dz	..	0.29			honey					urostomy bags 12in (20)	8.44			i	
2.68dz	..	0.29			country flower	1 lb	4.13dz	..	0.43	16in (20)	8.44			i	
2.68dz	..	0.29			dalmatian sage	1 lb	3.585dz	..	0.37	Karaya seal 12in (20)	10.56				
2.68dz	..	0.29			lime & locust	1 lb	3.475dz	..	0.36	16in (20)	10.56				
2.68dz	..	0.29			sage	1 lb	3.175dz	..	0.33	medical adhesive	2.76				
2.68dz	..	0.29			sunflower	1 lb	3.15dz	..	0.33	remover	2.20				
2.68dz	..	0.29			wild blossom	1 lb	3.15dz	..	0.33	IODO-EPHEDRINE (576 PH)				i	
2.68dz	..	0.29			ELIXIR PHENOBARBITONE WITH ANEURIN (576 AH)				i	dp 500 ml	0.54	..	..	0.71 †
2.68dz	..	0.29			dp 500 ml	0.50	..	..	0.75 †s1s4A	dp 2 l	1.75	..	..	2.63 †
2.68dz	..	0.29			dp 21	1.75	..	..	2.63 †s1s4A	I PROGEN (1623 Genethic)				●
2.68dz	..	0.29			ELIZABETH ARDEN (60 Arden)					tablets 25mg	250	1.30	†s4B
2.68dz	..	0.29			self portrait eyes	1.25 ●	JELOSOL (713 KH)					
2.68dz	..	0.29			EMKO (506 Gerhardt)					quartz lamp	24.95 a
2.68dz	..	0.29			vaginal foam kit	10.67dz	1.15 a	KEFLEX (413 Lilly)					
2.68dz	..	0.29			refill	45 g	7.66dz	..	0.85	tablets 250mg					●
2.68dz	..	0.29			ENDRINE (1352 Wyeth)				1.55	20	2.81	..	..	TS
2.68dz	..	0.29			refill	90 g	13.96dz	..		100	13.50	..	..	TS
2.68dz	..	0.29			EQUADIOL (1352 Wyeth)										
2.68dz	..	0.29			tablets	25 ml	0.17	0.043	0.27 a	KERBINA (694 Kerbina)					
2.68dz	..	0.29			tablets	100 ml	0.37	0.093	0.58½	compound raspberry-leaf					
2.68dz	..	0.29			EQUAPRIN (1352 Wyeth)					tablets	50	0.10	0.025	0.18	
2.68dz	..	0.29			tablets	100	0.46	..	0.61½†s4Ba	100	0.16	0.04	0.28		
2.68dz	..	0.29			ESTEE LAUDER (425 ELC)					300	0.40	0.10	0.70		
2.68dz	..	0.29		</											

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
LYSEPTOL (576 PH)					PRITCHARDS (1008 Pritchard)				SONKI (713 KH)			
500 ml	0.32	..	0.48	a	junior aspirins	18	0.30dz	0.075dz	0.04	Anita de luxe	..	16.95
21	1.10	..	1.65		25	0.45dz	0.11dz	0.06	SONKI I (713 KH)	..	12.95	
11	..	..		d	35	0.50dz	0.13dz	0.07½	health lamp	..	13.95	
MARY QUANT (876 MP)					juniper pills	20	0.58dz	0.145dz	0.08	SONKI II (713 KH)	..	14.95
sticks	2.75dz	0.687dz	0.42		PRITY BABY (1008 Pritchard)				i	health lamp with timer..	..	13.95
MEADOWSONG (532 Goya)					gripe mixture	6 oz	1.14dz	0.285dz	0.15	SONKI III (713 KH)	..	14.95
bath oil	sachet	0.045	0.011	0.08	a	PURASEPTIC (1008 Pritchard)				health lamp with timer..	..	14.95
bottle	0.298	0.074	0.52		antiseptic	2 oz	0.83dz	0.21dz	0.11	SPARINE (1352 Wyeth)		
fragrance	28 cc	0.229	0.057	0.40	8 oz	1.66dz	0.415dz	0.22		injection 1ml	10	0.45
96 cc	0.372	0.093	0.65		PURO PINE (1008 Pritchard)					2ml	10	0.675
190 cc	0.63	0.16	1.10		8 oz	0.57dz	..	0.06½a	STABILIN VK (147 Boots)			
spray	0.315	0.079	0.55		15 oz	0.99dz	..	0.11	tablets 125mg			
green milk massage	0.298	0.075	0.52		PUROSAN (1008 Pritchard)				100	0.43	..	
hand lotion	0.206	0.052	0.36		8 oz	0.72dz	..	0.08	500	2.00	..	
scrub soap	0.086	0.021	0.15		15 oz	1.30dz	..	0.14½	100	0.80	..	
talc	0.189	0.047	0.33		1 gal	8.88dz	..	1.00	500	3.75	..	
tonic foam bath	sachet	0.045	0.011	0.08	PYLATUM (165 Bran P)							
bottle	0.258	0.064	0.45		double treatment	2.50dz	0.62dz	0.36½a	SWEETHEART (1207 SBL)			
MERTHIOLATE (413 Lilly)					ointment	1.65dz	0.41dz	0.24	drinking cups	3.57	0.40	
tincture	2.25 l	1.45	2.18	‡	regulators	1.45dz	0.36dz	0.21	(3 dz)	(3 dz)		
Saleable only by authorised sellers of poisons					QUICKIES (451 F&J)				straws stripey	1.68	..	
MINERS (876 MP)					insect repellent pads	1.30dz	0.325dz	0.19	●	(3 dz)	0.07	
eyelashes					REFLEXA (713 KH)				i	Flex-straws candy striped	1.92	..
crisscross	3.41dz	0.852dz	0.50		underblanket non-electric			7.98		(3 dz)	0.08	
underlash	3.41dz	0.852dz	0.50		RIVIERA (713 KH)					magic roundabout	2.88	..
MIST. BISMUTH C. SODA CONC (576 PH)				d	home sun lamp			23.95		(3 dz)	0.12	
entire entry					ROBINSONS (1449 R&CFD)					sparkles (plastic)	2.40	..
MIST. BRONCHIALIS NIG CONC (576 PH)					baby syrup	6 oz	1.58dz	..	0.16	c	0.16	
double strength					stage II instant				0.09			
dp 500 ml	0.54	..	0.81	†DD1	baby food	0.83dz	..	0.09		SYR. TUSSI HYDROBROM (576 PH)		
dp 21	1.92	..	2.88	†DD1	SANATOGEN (1530 Fisons)					dp 500 ml	0.33	..
MIST. TUSSI INFANS (576 PH)					plain or lemon	4.21dz	1.05dz	0.55	a	dp 21	1.17	..
conc 1-3	500 ml	0.48	0.72			7.98dz	2.00dz	1.02		dp 100 cm	0.47	..
21	1.59	..	2.38			13.98dz	3.50dz	1.76		dp 100 cm Genethic)		0.7
MONOTHEAMIN (413 Lilly)						24.72dz	6.18dz	3.14		capsules	100	1.25
Pulvules 200mg	100	0.64	0.96	a	selected multivitamins					mixture	500 ml	1.20
and Amytal	100	0.70	1.05	†sls4A	30	3.32dz	..	0.40		TINEAFAX (208 BW)		
NILBITE (165 Bran P)					60	6.03dz	..	0.75		TINEAFAX (1610 WCSO)		
1.60dz	..	..	0.20	a	60	6.03dz	..	0.75		TOM CAXTON TRUE BREW (1449 R&CFD)		
NONAD TULLE (34 A&H)					120	10.32dz	..	1.29		bitter kit	8.00dz	..
4 x 4in	10	..	d		plus iron	30	3.32dz	..	0.40	lager kit	9.00dz	..
NU-SEALS (413 Lilly)					60	6.03dz	..	0.75		TRISILLAC (576 PH)		
aspirin					120	10.32dz	..	1.29		dp 500 ml	0.25	..
325mg	100	0.32	0.48	a	junior	30	1.98dz	0.25		dp 21	0.88	..
650mg	100	0.54	0.81		100	5.07dz	..	0.63		200 mg	100	0.67
sodium salicylate					SEBBIX (1530 Fisons)					500	18.85	..
325mg	100	0.31	0.47		cream shampoo sachet	0.37dz	0.09dz	0.05	a	5000	10.67	..
ONCOVIN (413 Lilly)					tube	1.40dz	0.35dz	0.19		500	3.07	..
ampoules 1mg	1	5.67	8.51	a	herb shampoo sachet	0.37dz	0.09dz	0.05		5000	29.39	..
5mg	1	24.73	37.10		bottle 75 cc	1.83dz	0.46dz	0.25		VACCO (1265 Vacco)		
ORLANE (1145 Sirex)					liquid shampoo sachet	0.37dz	0.09dz	0.05		jug		
poudre Orlane	550	..	1.65	●	bottle 67 cc	1.40dz	0.35dz	0.19		luxury	PLJ	..
OSSIVITE (1352 Wyeth)					135 cc	2.47dz	0.62dz	0.33		V-CIL-K (413 Lilly)		
capsules	60	0.34	0.45½a		SECONAL (413 Lilly)					Pedipacs		
PARA-THOR-MONE (413 Lilly)					sodium Enseals 100mg	100	0.48	0.72	†sls4Aa	125 mg sachet	12	0.25
ampoules	1	5.12	7.68		sodium Pulvules 50mg	100	0.30	0.45	†sls4A	144	2.88	..
PENAGEN (1623 Genethic)				●	500	1.31	..	1.97	†sls4A		..	4.3
capsules	100	0.80	TS		100mg					V-CIL-K SULPHA (413 Lilly)		
mixture	100 ml	0.28	TS		100	0.45	..	0.68	†sls4A	paediatric suspension	60 ml	0.20
tablets	100	0.80	TS		5000	20.23	..	30.35	†sls4A	tablets	100	1.87
PENETROL (751 LL)			d		sodium tablets 100mg	1000	2.85	4.28	†sls4A	10 mg	10 ml	4.96
PENETROL (325 C-A)			i		SEDATUSSIN (413 Lilly)					VIBRO-MASTER (713 KH)		
inhaler			d		450 ml	0.36	0.09	0.63	a	vibration unit	..	36.0
Penicillin (34 A&H)					2.25 l	1.50	0.38	2.63		cream rinse	bottle	1.44dz
nonad tulle			d		SIMPSONS (165 Bran P)					hair conditioner	15 g	1.11dz
4 x 4in pack of 10					foot ointment	1.65dz	0.41dz	0.24	a	26 g	1.59dz	0.40dz
PENIDURAL (1352 Wyeth)					SODIUM AMYTAL (413 Lilly)					85 g	1.45dz	0.36dz
oral paediatric drops					ampoules					175 g	2.84dz	0.71dz
10 ml	0.46	..	0.61½TSa		250mg	1	0.28	0.42	†sls4Aa			
tablets	50	0.905	1.20½TS		500mg	1	0.32	0.48	†sls4A			
PERFORM (366 Dendron)					Pulvules 60mg	100	0.28	0.42	†sls4A			
eight-day hair set	small	3.25dz	0.77dz	0.45	a	500	1.31	..	1.97	†sls4A		
large	5.05dz	1.20dz	0.70		5000	12.60	..	18.90	†sls4A			
PERNIONE (576 PH)					200mg	100	0.56	0.84	†sls4A			
entire entry			d		500	2.75	..	4.13	†sls4A			
PHENOMET (1345 Woodward)					5000	26.60	..	39.90	†sls4A			
tablets 15mg	250	0.38	†sls4Aa		tablets 60mg	100	0.24	0.36	†sls4A			
1000	1.30	..	†sls4A		1000	1.91	..	2.87	†sls4A			
30mg	250	0.48	†sls4A		5000	9.36	..	14.04	†sls4A			
1000	1.70	..	†sls4A		200mg	100	0.41	0.62	†sls4A			
PHOLREXONE (576 PH)					1000	3.59	..	5.39	†sls4A			
dp 500 ml	0.63	..	0.94	c	5000	17.76	..	26.64	†sls4A			
dp 21	2.25	..	3.38		Sodium r-lactate solution (413 Lilly)							
PHOLTUSSA (576 PH)					ampoule	dp 25	24.00	..				
dp 500 ml	0.53	..	0.79	†DD1c	SOMBRERO (532 Goya)							
dp 21	1.67	..	2.50	†DD1	cream	0.143	0.036	0.25	a			
PHORTINEA (576 PH)					SOMNYTIC (576 PH)							
liquid	15 ml	0.25	0.44	†sla	tablets	dp 100	0.86	1.29	s4ADD1a			
PLASTULES (1352 Wyeth)					dp 500	3.90	..	5.85	s4ADD1			
folic acid	100	0.91	1.21½a		50	..	..	d				
250	1.925	..	2.57									
liver extract	100	0.66	0.88									
PREGFOL (1352 Wyeth)												
capsules	100	0.425	0.56½a									

AMENDMENTS TO KEY TO SUP PLIERS

446 F1 = Faberge Inc, Ridgeway, Ive Bucks. Slough 44222

1622 DGL = Dellex-Grosvenor Ltd, 71 Gloucester Road, Croyd CR9 2XN. 01-684 3881

1623 Genethic = Genethic Pharmaceuticals (Ltd, Abbey Life House, 1 St. Paul's Churchyard, London E.C. 4. 01-248 610

AMENDMENTS TO KEY TO SUPPLIERS

446 FI	=	Faberge Inc, Ridgeway, Ive
		Bucks. Slough 44222
1622 DGL	=	Dellx-Grosvenor Ltd,
		71 Gloucester Road, Croyd
		CR9 2XN. 01-684 3881
1623 Genethic	=	Genethic Pharmaceuticals (
		Ltd, Abbey Life House,
		1 St. Paul's Churchyard,
		London E.C.4. 01-248 610

*Put Classified advertisements where
you get maximum reader-interest*

THE LOGICAL WAY OF REACHING THE REQUIRED READERS IS IN THE TECHNICAL OR TRADE PRESS,

FOR THESE REASONS:

1 For "Classified" selling all forms of supplies, services and equipment, the trade press gives you well-defined and concentrated reader-interest, and provides the recognized sales and wants sections familiar to all readers of trade journals.

2 For **RECRUITMENT ADVERTISING**, the short cut to reach the man you want is a dominating display in his technical, trade or professional journal.

An important appointment should be advertised in a big space, double-page or whole-page, according to the size of the job. If he exists, this man you want is sure to see it—and you will probably save hundreds of pounds.

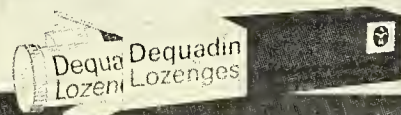
FOR recruitment advertising and SPECIALISED CLASSIFIED

BENN BROTHERS LTD · 25 NEW STREET SQUARE · LONDON EC4A 3JA Tel 01-353 3212

CHEMIST & DRUGGIST



**Great weather for
Dequadin Lozenges!**



'Drug fraud
allegations
— and replies

No progress
on salary
claim

Pharmacists
must be
professional

Prescription
charges
decision

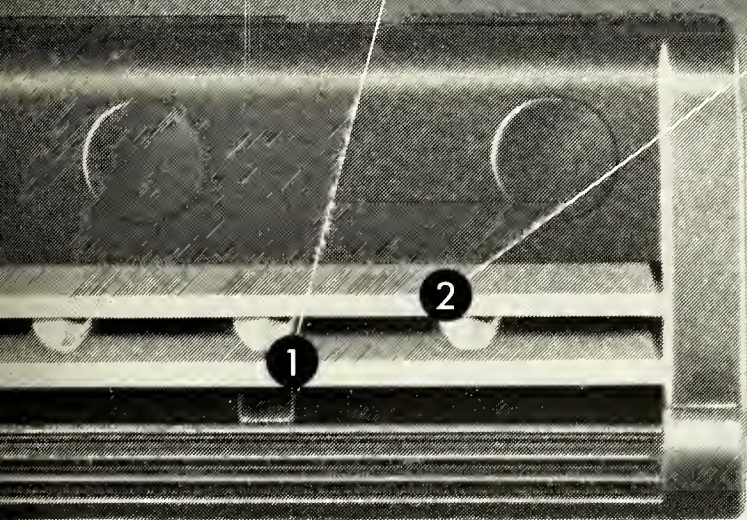
Approach to
treatment
of obesity

ABC 15,167 — read throughout the industry home & overseas

rely on the
BENN
Group

GII

Shaves close, then closer still.



The 50p offer.

To help get the GII into the hands of more men, we're also selling the first consignment of razors at 50p less than recommended retail price. Your Gillette salesman has all the details. So if you want to make the most of the razor market this year, make sure you give the new GII plenty of shelf space. Turning razors into money is as simple as that!

Recommended price: £1.25
Introductory price: 75p



Market research— over the counter

A criticism sometimes levelled at the larger manufacturers in the cosmetics and toiletries industry is that their marketing executives operate in an atmosphere too remote from the public to know where demand really exists.

This accusation could never be laid at the retail pharmacy doors of Mr Malcolm Lyons and Mr Lawrence Harding, whose outlets in London's Sloane Avenue and Marylebone High Street make them admirably placed to know where the gaps in the market are, at least where their customers are concerned.

Indeed, despite the pharmacist being subjected to a constant flow of new products, Messrs Lyons and Harding are convinced there are still many hiatuses to be filled. Such is the thinking behind their latest venture, Lon (UK) Ltd, which was set up towards the end of last year as a distributive organisation for items coming in any of the three categories, cosmetics, toiletries and sundries.

The first product to be handled is Dylash (C&D June 17, p.827) which is believed to be the only eyelash dye currently being sold through the retail trade in this country. Imported from the Middle East, this preparation gives upwards of 12 applications per tube (£0.90) which

compares well on price with salon treatments.

At the moment distribution of Dylash is direct to large groups, some independents and through chemists' wholesalers, but it is expected that national coverage will be in operation by the end of July.

Lon are confident for success of this product, despite other eyelash dyes having appeared on the market in the past and enjoying only a short life before withdrawal. Optimism is based on the formula, which contains Ursol dyes and the favourable report on the result of an independent Draize test. In addition, Dylash was sold in both Mr Lyons and Mr Harding's pharmacies for six months prior to launch, when apparently there were no complaints of adverse side effects, and impressive sales figures were achieved.

But what prompted this diversification? It was simply that having been in retail pharmacy for seven years, their outlets, once fully organised, were found to run themselves, leaving time for other activities. Expansion on the retail side was ruled out, primarily due to the difficult staff situation, but also because the business quickly outgrows the scope of close day-to-day control by the owner, while below a certain level, it remains uneconomic

to employ experienced and successful top management. Lon place the number of outlets falling into this class at between three and 20, when, they contend, there is insufficient net profit to justify the extra responsibility, investment and effort involved.

Thus it became apparent that the obvious step was into distribution and from there evolved the philosophy which in many respects is the reverse of that governing many other enterprises in this field—taking time over product launches and keeping packaging costs to a minimum, despite aiming at the middle and top ends of the market where "value-for-money awareness is much more acute than generally thought," said Mr Harding.

Minority requirements will also have a place within the range. "If a small sector of the population needs a product, we will market it as we are geared to this type of exercise through our agreement with manufacturers," Mr Lyons explained.

In their bid to create an image of handling therapeutic rather than purely cosmetic products, Lon are now becoming involved in skin care. In the Autumn, they are launching a three part treatment in one pack under the brand name Sebedac. Consisting of cleanser, moisturiser and face pack, this trio is designed to cover the entire process of looking after skin of any age as simply as possible.

Hair is also under scrutiny and there are plans to introduce a product called Youthair which is sold all over the world and is claimed to be particularly popular in America.

As well as being a conditioner and hair-dressing, this non-greasy white liquid, is said to restore the hair to its natural colour following the lightening effects of the sun. But anomalously the product is activated by the same agent as causes damage in the first place—light.

Another area which these two pharmacies have discovered to be lacking is general beauty advice, therefore they have set up in conjunction with the company the Lon (UK) Beauty Advisory Service. This functions as a separate concern to give impartial advice to the public who can write to, telephone or visit the beauty therapist in charge, Judy Elliott. Although obviously it will be used as a vehicle for guidance on the company's products, inquiries on all aspects of beauty will be invited through leaflets to be included in each pack and recommendations of any manufacturers' products will be given, according to requirements.

The Lon venture took a long time to think out and mould to its present shape, but there is just one problem which could arise. If the current marketing strategy is as sound as believed, it will not be long before the business has grown to the extent that the methods of fieldwork used now will be difficult, if not impossible, to retain.

However, plans are being laid to ensure this never occurs. This week Mr Ronnie Berman began work as their marketing executive and Mr Lyons and Mr Harding have pledged that under no circumstances will they relinquish their High Street vantage points.

Picture shows Malcolm Lyons (left) and Laurence Harding with their first product in the Lon cosmetics range, Dylash



COMMENT

A tax 'gain'

Everyone wants "a friend at court", but today it is rather the "friend at Westminster" who is able to secure action on behalf of the community and sectional interests. If evidence were needed, it comes this week with the announcement of a change in the Finance Bill resulting from a committee-stage amendment sponsored on behalf of the Pharmaceutical Society (p 32).

The amendment will extend to non-profit-making trade and professional organisations "roll-over" relief from capital gains tax on profit from the sale of assets when those assets are to be replaced. In particular, the concession will relieve the Pharmaceutical Society of the tax it would otherwise have had to pay on profit from the sale of 17 Bloomsbury Square—which is required for the extension of the British Museum library—even though that profit must be devoted to the building of a new headquarters at Lambeth.

During this year's annual meeting of the Society, expenditure in relation to the Parliamentary fund was questioned, and the treasurer said that the sum of £1,365 had been "payment to Parliamentary representatives". The saving to the Society from this one amendment is put at between £100,000 to £200,000—suggesting that the expenditure represents real "value for money".

Two Parliamentary "advisers" who have been of particular help to the Society—Mr Norman Fowler and Mr Eric Ogden—put down a similar amendment at the report stage of the 1971 Bill, but despite support from both sides of the House, the principle involved could only command "sympathy" from the Treasury Ministers at that time. But, a year later and having had an opportunity to study the implications, the Government have accepted that a new "defensible line" can be drawn between those who receive roll-over relief and those who do not.

We look forward to the time when pharmacists are again numbered among members of the House, but meanwhile the profession can be grateful to those "friends" who are already working so hard and successfully on its behalf. The Society must ensure that these links with Parliament are preserved and strengthened—it is not always easy to find "off-the-peg" champions for causes that attract little political kudos.

Wanted: a sense of urgency

The period before April 1973 is continuously contracting, but beyond the declaration that between the abolition of purchase tax and the introduction of VAT, there will be a "tax holiday", the Government has said little. It has not, for example, declared the extent of the holiday nor its conditions. Yet the outcome and the length of that tax-free period is information that is vital to the distributive community and should be made available as early as possible if manufacturers, wholesalers and retailers—are to plan effectively.

The intricacies of marketing on a national scale are complex, requiring detailed planning and the intermarrying of the aspects of development, production, and distribution. The problems are no less complicated when on

the more restricted regional basis, it is merely a matter of scale. In fact all those who are now trying to prepare for 1973—and in pharmacy that is not too far away—have this added VAT complication.

Nobody is going to plan to carry purchase-tax-paid stocks when VAT is introduced. Buyers will soon be taking that into account when ordering. Their figures are always adjusted by the stock-turn index applicable to the product, and the Customs and Excise should realise that stock-turn varies immensely in different types of shop. Those with the lowest stock-turn are often satisfying a special public need, and they should therefore be given appropriate consideration when VAT legislation is prepared.

Reports indicate that authorities are not willing to approve an "on consignment" scheme without imposing almost impossible requirements.

One company—Yardley—have had their proposals for mounting a "normal on-consignment" arrangement rejected by the Customs and Excise, in spite of prolonged negotiations, and now the company is to underwrite a special assurance cover for purchase-tax-paid stocks held at VAT D-Day (see p 32).

Goya have also undertaken to reimburse retailers, and others will undoubtedly follow, but the real need is for more information from the Government on the detailed aspects of VAT.

The current economy of the United Kingdom demands a period when conditions are relatively stable, so that plans can be made ahead resulting in an aura of confidence in business that could shrink the unemployment figures. The many queries surrounding VAT could well be undermining that confidence.



Charles W. M. Baldock, a 20-year-old pharmacy student from Dunstable, winner of the 1972 Lawrence Prize presented annually by J. H. Haywood Ltd, receives a £50 cheque plus a scroll from Terence Cammack, managing director of J. H. Haywood. The Lawrence Prize marks the association between the author D. H. Lawrence and the company. It is presented to a second-year student of pharmacy at Nottingham University for their contribution to student affairs throughout the year. Looking on is Professor M. W. Partridge, head of Department

High speed modernisation for a Croydon pharmacy

Nineteen hours of work has transformed a Shirley, Croydon, pharmacy from a traditional, older-style shop into a bright, cheerful and thoroughly modern establishment.

Twenty-four-year-old Andrew McCoig and his wife, Cynthia, took over the pharmacy at 143 Wickham Road, in April. The previous owners had run the shop for over 30 years on a traditional basis with all sales over the counter but the McCoigs considered the shop's layout did not permit displays of effective marketing.

The decision to carry out a major shop refit was made before the business was bought. Plastic-coated steel shelving was preferred to wood as it was felt that it was much stronger and would give a far more flexible system.

In his previous capacity as a manager Mr McCoig had prior experience of Storeplan's modular shopfitting units. He had seen a part-shop conversion carried out by the firm and was impressed by the speed with which the conversion had been done and also the physical make-up of the shelving system.

Team work

The company began trading on a Monday. At 7am on the following Wednesday Storeplan's installation team arrived and worked through until 2am the next morning to complete the modernisation.

All stock had to be moved out of the shop floor area but they remained open for trading throughout the whole of Wednesday morning. Despite the fact that the premises rapidly looked like a bomb-damaged shell, shop sales and dispensing were carried on as usual.

Much thought was given to the initial plans for the modernisation. Wickham Road is a residential shopping area as opposed to a shopping precinct so it was considered that self-service would be totally inappropriate in that area. However, it was felt that a layout which could lend itself either to personal service or to self-selection would prove the best scheme.

Storeplan's involvement at the planning stage resulted in the shop's present layout; only one slight alteration has been made and that was the interchange of part of the large "baby" section with the stock of slimming items and accessories.

A complete new shopfront was also installed at the middle of May at 143 Wickham Road by Watson Shopfitters of Bromley, to complete the shop's new, modernised image.

Customer reaction

Initial reactions to the shop's transformation were quite varied—ranging from "Oh, how smart and bright" to "Oh, no, you HAVEN'T gone self-service—where are the baskets?"

However, the fact that Mr and Mrs

McCoig retained the assistants who worked for the previous owners and therefore already knew many of the customers, proved a great help in overcoming any initial bias during the transitional period.

Great pains were taken to point out the major difference between self-selection and self-service. Everyone was reassured that there was no fear of losing the personal

service they had grown so accustomed to. The task of putting over the new-look shop could have been a far more difficult task without the assistants' help.

Self-selection has now caught on well at 143 Wickham Road. The new layout has enabled as much stock as possible to be displayed—utilising all wall shelving and gondola unit space to the full. Also,



Exterior of Andrew McCoig's pharmacy

Storeplan equipment in the selling area





Another view of the selling area

special offers and display dump bins have been introduced—another new venture for the premises.

One of the assistants who worked for the previous owners has now been at the shop for over 7 years. When asked for her

comments and reactions to the refit, she admitted that she was so used to the old-school pharmacy that she greeted the thought of a re-designed and modernised shop with very mixed feelings. However, having seen the transformation take place,

she is now quite converted as to its necessity.

She says that it is much easier to work in—one point being that the shelving comes lower, meaning that as she is on the short side, she no longer has to spend so much time up a ladder for stock on the top shelves. She still has plenty of time to give the personal service liked and expected by many of her old customers. She also said that despite some initial fears and bias—especially from the older customers—the shop is now liked by all.

More spent

People are said to be spending more as the stock displays are so much more predominant and customers are discovering the shop has a far more varied selection of stock than they had always imagined—not only because of new lines but because of the vastly increased display facilities.

Mr McCoig says: "The whole appearance of the shop has become much bigger with the refit. We are carrying more varied stock and in greater quantities. Although the stock was displayed to a certain extent before, this Storeplan system has brought the stock into the shop as an integral part of it as opposed to its being purely 'on view' as it were. Now the stock really does speak for itself—Storeplan's concealed lighting helps tremendously here as it certainly draws customers' attention to all our ranges of goods".

LETTERS

In singles, please

Can you please appeal to *all* manufacturers to quote items singly. This is a great boon to retailers because they can see the cost price of each article and can convert quickly to quarter doz or half doz as the case may be.

Middlesex pharmacist

This is why the system has been adopted for the C&D Price Service, and we fully support the plea—EDITOR

Temptatio bonita?

The new edition of "Martindale" (number twenty six of the line) is certainly a temptation, though I cannot honestly say that I have really and truly read number twenty five—not in the sense that I've read Nicholas Nickleby or Anna of the Five Towns. But I must have referred to it at least a thousand times in its all-too-brief career, whereas the other two masterpieces have only been taken down for their all-too-rare dusting.

It is horribly expensive—about the same price as my Major Course at "The Square", but that was (alas!) over half a century ago, and the pound has done some queer things in the interval.

Yet another argument against it is the fact that I am supposed to be retired, and

on the shelf, albeit taken down and dusted at least daily.

So what about it? One part of me says don't be extravagant, be content with number twenty five, until more thoroughly digested. Another part of me says don't let yourself get out of date. The last five years have seen some strange ups and downs in medical treatment—perhaps as many as in the previous twenty-five. And with all its modernity, it will still, I trust, incorporate Squire's

Companion, the pocket edition of which was my constant companion, at home and abroad, during the first world war.

I have a sort of feeling that the temptation is going to win!

E. H. Shields
Stalybridge, Ches

Appreciated: Your Price List and weekly changes are extremely useful—they must be a fantastic job to compile—W.H.P.



A third automated production line for Libresse sanitary towels arriving at the Morpeth, Northumberland, factory of Sancella Ltd. The new line, imported from Sweden, will give Sancella an additional 50 per cent production capacity

PROFESSIONAL NEWS

Pharmaceutical Society
of Northern Ireland

Diploma for postgraduate course students in NI?

The Pharmaceutical Society of Northern Ireland is to consider whether a "diploma" can be issued to members who successfully complete postgraduate courses sponsored by the Society.

Proposing a motion at the June meeting of Council, Mr Boyle said pharmacy was one of the few professions that had no additional qualifications to offer its members. The refresher courses were excellent in their own way but those who attended had nothing in the form of a certificate to show for their effort. He thought better use could be made of the facilities available for further education and so enhance the standing of the pharmaceutical profession.

Forced into Open University

Mr Kerr supported Mr Boyle adding that many young, and some not so young, pharmacists were anxious to pursue a further course of study after qualification. Some had entered upon courses with the Open University in non-pharmaceutical subjects. Also supporting, Mr Gray said he had commenced a course with the Open University and he knew of many other pharmacists similarly engaged because of the lack of any suitable professional course.

Professor D'Arcy supported the proposal but said his main concern was for members who had qualified through the Society's diploma. An MSc degree in hospital pharmacy had recently been introduced and provision could be made for graduates to undertake further study. He would like to see some provision made for the non-graduates; a thorough and intensive course might be provided with an examination at the end. Professor D'Arcy visualised something that would be of real value and that would warrant recognition by the other professions. It was agreed to refer the matter to the Education Committee.

Council received the last report from a Board of Examiners. The only candidate remaining passed the Part II B examination and thirteen of the fourteen students taking forensic pharmacy were also successful. It was agreed that a letter be sent to the examiners conveying the Council's appreciation for their services during the past years.

The president, Mr W. T. Hunter, pointed out that although the Society's Part II A and Part II B examinations would not in future be held it would be necessary to appoint an examiner to conduct the examination in forensic pharmacy which those registered as students had to pass. It was agreed to nominate Dr W. Woodside as examiner for 1972. The Secretary was instructed to convey to Dr Woodside and to Dr J. G. Swanton the congratulations of the Council. Both had recently been awarded the PhD degree.

It was reported that the following members of Council would retire by rotation in October, 1972:—Pharmaceutical Chemist representatives—W. H. Boyd, T. M. Glass, T. A. Gray, J. Gordon, W. T. Hunter, G. E. McIlhagger. Registered Druggist representative—R. S. Adair.

A letter from the Local Pharmaceutical Committee drew attention to the agreement and financial arrangements concerning pharmacies in health centres and to a possible interpretation of a clause relating to the method of arriving at a figure for the annual rent and for the rates of the pharmacy. In arriving at the figures the district valuer might take into account the commercial rental for comparable accommodation in similar use outside a health centre. Mr Kerr said the Ministry of Health and Social Services had been requested to delay the printing and circulation of the agreement until the matter had been clarified. When fixing the rent and rates for the health centre in Omagh the commercial aspect had not been taken into consideration. At meetings where health centres had been discussed it had always been pointed out that the

rent charged would be on an economic basis, that is a return on the capital expended in building the premises. The Council agreed with the action being taken.

Consideration of the application of Miss K. M. Thompson, BSc, MPSNI for the T. Harper Foundation for 1972-1973 was postponed pending the submission of a report by Miss Thompson's advisor of studies.

The report from the Education Committee, which was adopted, included a recommendation that one graduate be registered as a student making a total of eleven for the year. Arising out of the report Mr McIlhagger raised the question of the recognition of practical training undertaken by other than a graduate. It was agreed that the matter be referred to a joint meeting of the Law and Education Committees.

Reports from the Finance and Law Committees were also adopted. Presenting the report from the House Committee, Mrs Watson said three colour schemes for re-decorating the Council room had been considered. The Committee thought the colours suggested were rather dark and further investigation was being undertaken. The position of the tables had been altered in an attempt to improve the acoustics of the room. The Committee would welcome the opinions of Council members on the effect of the new arrangement. Mr Coll said the proposals for curtaining the room would improve the acoustics; he thought the Committee should be authorised to choose a colour scheme and have the work carried out. It was agreed that the Committee should meet the architect and inform him of the Council's views.

Proposed poisons changes

The Poisons Board has recommended to the Secretary of State changes in the Poisons List and Rules as follows:—

Aldicarb, fenazaflo, formetanate and methomyl to be included in Part II of the Poisons List and in Schedules 5A (restriction to preparations for use in agriculture or horticulture), 5B and 8 to the Poisons Rules; fenazaflo additionally to be included in Schedules 1 and 7 (paragraph 6) to the Poisons Rules.

Arsenical poisons. The entry in Schedule 1 to the Poisons Rules to be re-cast re-defining the general level of exception as 0.0075 per cent arsenic (As) instead of 0.01 per cent arsenic trioxide (As₂O₃) and stating further specific exceptions, namely—

- (1) substances containing less than 0.022 per cent of arsanilic acid and not containing any other arsenical poison;
- (2) (i) poultry feeding stuffs containing not more than 0.0375 per cent of carbarsone and not containing any other arsenical poison, and
(ii) any other substances containing less than 0.0263 per cent of carbarsone and not containing any other arsenical poison;
- (3) substances containing less than 0.0133 per cent of 4-hydroxy-3-nitro-

phenylarsonic acid and not containing any other arsenical poison.

The change to expressions in terms of As is in accordance with modern usage.

Benzocetamine and its salts to be included in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules. [Tacitin]

Bromomethane to be included in Part I of the Poisons List and in Schedules 1 and 8 to the Poisons Rules, an exemption to be made in Group II of Schedule 3 to the Poisons Rules for bromomethane in fire extinguishers and a new paragraph to be included in Schedule 7 to the Poisons Rules requiring bromomethane to be labelled with the words "Caution. Do not inhale vapour or allow contact with skin, eyes or clothing".

Flavoxate and its salts to be included in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules.

Glibenclamide to be included in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules. [Daonil, Euglucon]

Phosphorus compounds. Demephion, demeton-methyl, demeton-S-methyl sulphone, dioxathion, fonofos, omethoate and thiometon to be included in Part II of the Poisons List and in Schedules 1, 5A (re-

striction to preparations for use in agriculture or horticulture), 5B, 7 (paragraph 6) and 8 to the Poisons Rules; all of these except demephion and fonofos to be also included in Schedule 15; and an exemption to be made in Group II of Schedule 3 for granular preparations of fonofos.

Demeton-*O*-methyl and dementon-*S*-methyl to be included in Schedules 5A (restriction to preparations for use in agriculture or horticulture), 5B and 7 (paragraph 6) to the Poisons Rules.

Propantheline bromide and **methanthelinium bromide** to be included in Part I of the Poisons List and a new paragraph to be included in Schedule 7 to the Poisons Rules requiring preparations of these substances for topical application to be labelled with the words "Caution. Ingestion can be harmful. If this preparation is used on the hands, they should be thoroughly washed before handling food". [Pro-Banthine bromide]

Protriptyline and its salts to be included in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules. [Concordin is the hydrochloride]

Salts of thallium. A Rule to be made prohibiting sale except for export, for scientific education or research or chemical analysis, by wholesale, to a local authority or a port health authority for the exercise of its statutory powers, to a government department or an officer of the Crown for the purposes of the public service, or to a person producing a written authority in the prescribed form issued by an authorised person authorising the purchase of salts of thallium for the purpose of killing rats, mice or moles in the course of a business of pest control.

Sodium arsanilate. An exemption to be made in Group II of Schedule 3 to the Poisons Rules for liquid preparations intended for agricultural use containing not more than 0.9 per cent of anhydrous sodium arsanilate.

Terbutaline and its salts to be included in Part I of the Poisons List and an entry to be made in Part B of Schedule 4 to the Poisons Rules in respect of the substance and its salts when contained in aerosol dispensers. [Bricanyl is the sulphate]

Thioguanine and its salts to be named specifically (for avoidance of doubt) in Part I of the Poisons List and in Schedules 1 and 4A to the Poisons Rules.

The Home Secretary is considering making statutory instruments implementing the proposed changes. Any objections or observations should be sent as soon as possible to the Under Secretary of State, Home Office (Drugs Branch), Room 308, Romney House, Marsham Street, London SW1P 3DY.

designed*

modular shopfitting



The Baby Products Section of McCoig's Pharmacy, Shirley, Croydon.

- * Designed for maximum display
- * Designed for greatest overall impact
- * Designed for instant adjustability
- * Designed for complete versatility
- * Designed with your profits in mind

Storeplan

For further information, telephone 037-08-3551/4
or just fill in the coupon.

To: Storeplan Ltd., 48 Towerfield Road, Shoeburyness, Essex.
Please supply me with further information on Storeplan

NAME _____

ADDRESS _____

CD-8.7

New officers

Pharmaceutical Society

Tunbridge Wells. Chairman, M. H. Munro; vice-chairman, B. Perkins; treasurer, Miss M. Wallis; secretary, Mrs M. A. Sparrow, 29, Hither Chantlers, Langton Green, Tunbridge Wells, Kent.

Pharmacists' contributions to progress in the nineteenth century

About sixty attended a meeting of the British Society of the History of Pharmacy at which Professor G. Paterson, Toronto University, dealt with "Drug Entities in the 19th Century". The meeting began at 5pm. and continued after a break of a buffet meal. The arrangement was an experiment in both timing and arrangement, for a number of invited experts had been supplied with advance copies of Professor Paterson's paper and asked to comment on a number of questions posed by Professor Paterson at the beginning of his paper.

The first was, "What developments had to occur in medicine, pharmacy and chemistry before morphine could be expected logically on the scene?". The second was related to the results of the isolation of morphine, and such other alkaloids as quinine, emetine, strychnine, atropine. "Did their discoveries signal a revolutionary advance in therapeutics? If so, what sort of changes were set in motion?"

Thirdly, "Did important developments in the physical sciences, particularly in chemistry, have direct repercussions on medicine in general and on the nature and use of drugs as therapeutic agents in particular? Did developments in drug therapeutics exert any influence—and if so, what kind—on the basic sciences, particularly chemistry, and on the applied arts and sciences, specifically the practice of medicine, both by qualified and unqualified personnel?"

Changing nature

Fourthly, "What inter-relationships existed between the changing nature of drugs and the economic and social history of western Europe and, to a lesser extent, North America, in which place the major drug discoveries of the 19th century took place?"

The paper began by looking at the pre-1800 and early 19th century drugs.

Early sources of medicament were found most frequently in the animal and vegetable kingdoms, rarely only in the mineral world. Wootton recorded that the first London Pharmacopoeia of 1618 (which owed a great deal to existing foreign formularies) "comprised 1,028 simples and 932 preparations and compounds".

Among these were only seventeen chemicals. They included calomel, turpeth mineral (mercurio sulphate according to Urdang) flowers of sulphur, the mineral acids, various antimonial mixtures, lead acetate (as *Sal Saturni*), an iron-containing mixture (the iron probably present as ferrous sulphate), caustic potash and potassium sulphate (as *Tartarus vitriolatus*). Urdang considered the inclusion of such chemical remedies by so influential pharmacopoeia as a major victory for iatrochemical practices.

Nevertheless, in 1800, the greatest num-

ber of official and unofficial drugs were still of vegetable origin, a lesser number were animal in nature, relatively few were mineral and even fewer were chemical entities. Moreover, the majority of chemicals in medicinal use, were, "inorganics". The only organics to be found in two major pharmacopoeias of the period—the London Pharmacopoeia, 1788, and the Edinburgh Pharmacopoeia, 1803—were alcohol and acetic acid in the former, and acetic acid, alcohol and starch in the latter.

The pharmacist-entrepreneur

It was the pharmacist-entrepreneur who undertook the first pharmaceutical manufacturing (i.e. preparing medicinals on a large scale for sale or distribution to others) by reason of his greater training and/or personal qualities, including initiative.

Several names serve to exemplify this type of pharmacist-entrepreneur. The French apothecary, Antoine Baumé, was one of the first in France to manufacture galenicals and chemicals on a large scale.

An English pharmaceutical manufacturing business, Allen & Hanburys Ltd, that has become international, grew from an apothecary's shop at 2 Plough Court in the City of London.

Some time before 1730, Silvanus and Timothy Bevan, the proprietors, issued a wholesale list which included among the comparatively few chemical medicines, alum, arsenic, antimony salts, borax, calomel, cream of tartar, calamine, liquid ammonia, carbonate of ammonia, magnesia, mercury, sugar of lead, sal ammoniac, sulphur, white vitriol, tartaric emetic and nitric, hydrochloric and sulphuric acids.

It has been said that these and other examples of businesses engaged in the manufacture of galenicals, "patent" medicines and medicinal chemicals, were all modest in scale and their output too small "to justify describing them collectively as an industry".

However, the seeds were already present, at least in England, before the beginning of the 19th century for the establishment of a pharmaceutical industry—and on an increasingly chemical basis—for Luke Howard (destined to found Howards of Ilford Ltd in 1807), when admitted to partnership at Plough Court by William Allen in 1797, began by manufacturing chemicals.

The outstanding exception to the foregoing argument, re the development of pharmacist-entrepreneurs to become manufacturers of chemical medicinals, concerns the manufacturing operations of the Society of Apothecaries, London, which began in the Chemical Laboratory, added

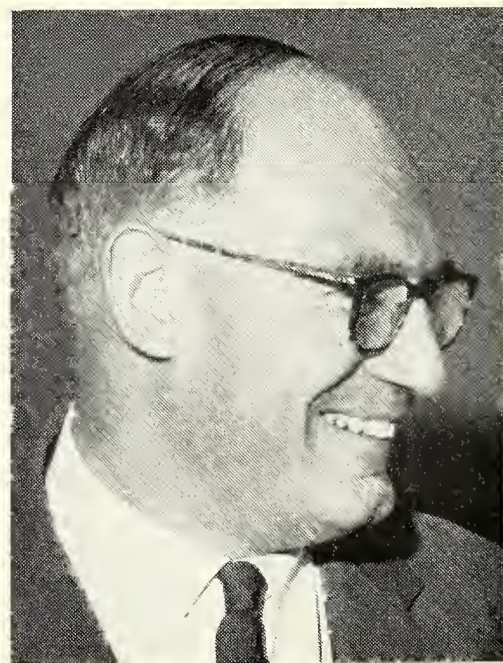
in 1671 to the Dispensary which had been instituted in 1623. The Society obtained its first contract to furnish the Royal Navy with drugs and chemicals in the late 17th century.

Professor Paterson then dealt with the isolation and early characterisation of the alkaloids in opium and cinchona "when he isolated morphine from opium, Sertürner took the giant step forward—recognising the existence of vegetable alkalis". Morphine, and quinine, initiated the therapeutic acceptance of alkaloids and the real manufacturing of organic medicinals. More generally all of the new alkaloids and other isolates from natural sources forced new thinking in the realm of analysis, qualitative to some extent but with increasing emphasis on quantitative aspects.

The far-reaching search for alkaloids yielded other types of plant principles, eg glycosides, and exposed to view the very great complexities of biological chemistry. Out of glycosides and alcohol, another compound occurring naturally, was to come the concept of radicals—the first three being benzoyl, ethyl and salicyl. Additionally, several alkaloids, morphine and emetine in particular, lent themselves to testing on animals and on human volunteers.

Research relationships

"Not to be forgotten either are the research relationships of the French alkaloidal pharmacist-chemists Vauquelin, Pelletier, Caventou, Robiquet, etc. with French scientists of other disciplines, eg. Magendie, Gay-Lussac, Dumas, and the attraction of Paris and science in that capital in the post-Waterloo period for young scientists from other countries, Liebig from Germany, Morson from England, and even for older well-established men such as Berzelius from Sweden, who visited Paris in 1818-19 to be received by Berthollet, Gay-Lussac, Thenard,



Dr T. D. Whittet who has been appointed president of the British Society of the History of Pharmacy. Dr J. K. Crellin the new vice-president, will continue to be secretary

Chaptal, Vauquelin, Chevreul and other French chemists."

Crystals were obtained from opium extracts by Derosne and Seguin before Sertürner, but it was the German apothecary who recognised morphine's salt-forming capacity in a confused way at first and apparently to a very limited readership in 1806. Clearly and definitely his 1817 paper which received the international attention the importance of the subject merited.

Sertürner gave the base the name *morphium*, detailed his method of extraction (using ammonia to precipitate the free alkaloid).

By 1818 then, Sertürner's work had been accepted and confirmed by Robiquet; publicity had been given to his findings in France and Britain as well as in Germany; Pelletier had with Magendie, established a sound empirical approach to medicinal plants suspected of containing other alkaloids.

It mattered little in that year that the word *constitution* had not yet entered the language of chemistry, and that it required 110 years to clarify the structure of morphine and a further 55 years for its laboratory synthesis. The respective times for quinine were 88 and 41 years more. What did matter was that pharmacy was providing the majority of the chemists, chemists who had new patterns of research to follow in examining the *materia medica* for biologically active constituents.

The number of new inorganic drug entities discovered in the 19th century was rather fewer than one might suppose for at least two reasons: more were known at the beginning of the century than may perhaps be generally realised; there was more fascination for chemists—apart from classification of elements—in the new organic chemistry that unfolded steadily throughout the century.

Professor Paterson suggested "worthy of some future study would be the great number of inorganic compounds prepared by purification or by other means for use in medicine before the end of the 18th century". He then reviewed the work that led to the halogens. Chlorine, iodine and bromine were all known in the elemental state by the late 1820s but fluorine was not isolated *per se* until 1886 by Moissan, a pharmacist. Chlorine was of course declared an element, not an oxide, by Davy in 1810; it had been prepared by Scheele as early as 1774.

Extra potassium bromide

In 1828, Boland's newly-discovered potassium bromide was introduced into clinical medicine by Pourche against bronehocele and scrofula. The salt found its true role in 19th century medicine against epilepsy in 1857. Temkin says "Bromide of potassium owed its introduction into the therapy of epilepsy to a rather doubtful theoretical concept".

In the discussion following on a paper by Sieveking, Locock remarked that he had used potassium bromide to treat hysteria in young women and subsequently in what was termed hysterical epilepsy. It seems apparent, according to Temkin, that Locock did not advocate the drug's use as

a general remedy for epilepsy, but others did and by the mid-seventies, 2.5 tons of bromide were used annually at the National Hospital, Queen Square, London. It was not a cure but it was the best drug available until true anti-epileptics appeared in the 20th century by which time epilepsies were much better understood.

Amyl nitrate was discovered first in 1844 and introduced to medicine first almost a quarter century later. Sodium nitrite in the meantime became a component part of "one of the outstanding discoveries in organic chemistry . . . that of the diazo-compounds by the action of nitrous acid in the cold on aromatic acids containing the amino-group, made in Kolbe's laboratory in 1858 by Griess". This reaction played a most important role in dye chemistry and later had its effect on synthetic medicinals.

When reviewing the discussion Dr Whittet pointed out that pharmacists could be proud of the work of their earlier colleagues and their contribution to progress in the period under discussion.

Dispensing fees in Scotland

The amendments to the Scottish Drug Tariff consequent upon the independent tribunal findings have now been published and are effective in respect of prescriptions dispensed on or after July 1. The position will be reviewed in about 6 months' time when the pattern of prescription numbers and costs of the current year "becomes clearer".

The new dispensing fees (additional to ingredient costs and container allowance) are as follows:—

All medicaments (including proprietaries) not requiring extemporaneous, eg mixtures, linaments, gargles, paints and all liquids for internal and external use, tablets, pills, capsules, lozenges, plasters, suppositories, pessaries, bougies, ointments, creams, pastes, confections, powders in bulk and granules, etc.	
Any quantity	14p
All medicaments <i>requiring extemporaneous preparation</i> , eg mixtures, linaments, lotions, gargles, paints and all liquids for internal and external use, ointments, creams, pastes, confections, powders in bulk and granules, etc.	
Any quantity	18p
Powders wrapped in separate doses and cachets extemporaneously prepared.	
1 to 6	12p
7 to 12	18p
Each extra dozen or part thereof	6p
Tablets, pills, capsules, lozenges and pastilles extemporaneously prepared.	
Not exceeding 24	24p
Each extra 2 dozen or part thereof	12p

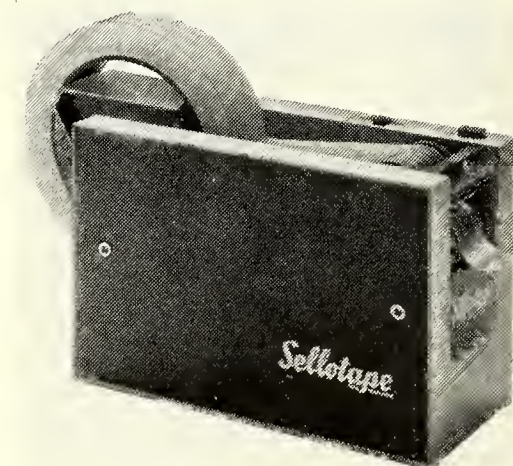
Equipment

Electric tape dispenser

Sellotape Products Ltd, Edgware, Middlesex, have introduced an electric dispenser.

Battery operated, the bench dispenser is designed to dispense automatically predetermined lengths of filmic and paper-based self-adhesive tapes. The unit has eight settings ranging from approximately 25mm to 200mm, but any length can be easily dispensed as the unit also has an override button for dispensing lengths of tape in excess of 200mm.

The dispenser base is fitted with foam rubber to prevent both the unit slipping and polished surfaces from becoming scratched. It is powered by three 1.5 volt batteries. Price of a single unit is £7.50, with considerable reductions available for quantity purchases.



Suppositories, pessaries and bougies, etc, extemporaneously prepared.

Not exceeding 12 24p

Each extra dozen or part thereof 12p

Ampoules and solutions of suspensions of medicaments; eye drops, etc, all extemporaneously prepared with aseptic technique.

Any quantity 24p

Plasters and blisters extemporaneously prepared.

Any quantity 24p

In paragraph 22 of the Tariff concerning rota service "delete 100p and 50p and substitute 400p and 200p respectively".

The sum which is disbursed annually among rural chemists who fulfil certain conditions has been raised from £7,000 to £12,000.

Arrears and supplementary payments to be made to chemists in respect of prescriptions dispensed between 1 September 1968 and 30 June 1972, both dates inclusive are as follows:—

1 September 1968 to 31 March 1970—
1.219p per prescription

1 April 1970 to 31 March 1971—
1.825p per prescription

1 April 1971 to 31 March 1972—
1.958p per prescription

1 April 1972 to 30 June 1972—
2p per prescription

The 'additional ½d' (0.208p) notified in circular ECS(P) 33/1968 is cancelled as from 1 July 1972.

MARKET NEWS

Demand for pepper but little else

London, July 5. The depreciation of the £ sterling against foreign currencies which continued throughout the week caused a flurry of buying in pepper but in very little else. Many commodities which are normally in regular demand were marked up by spot holders. The forward rates were also adjusted although such rates must be regarded as nominal since origin is unwilling to quote until there is a clearer idea of what the £ will settle at.

In crude drugs, changes—all upward—occurred in aconite, aloes, balsams, certain gingers, menthol, pepper, celery seed, turmeric, kola nuts, Costa Rican ipecacuanha, senega, squill and lemon peel.

There was a similar upward adjustment in prices of a number of essential oils. They included anise, camphor white, citronella, Madagascar clove leaf, geranium and peppermint—all in the forward position.

Pharmaceutical chemicals were in little demand with most prices steady. An exception was chloroform BP which was sharply higher for the smaller packs.

Pharmaceutical chemicals

Amylobarbitone: 5-kg £3.55 kg; sodium £4.07.
Atropine: (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.

Barbitone: 50-kg lots £2.65 kg; sodium £2.65.
Butabarbital: 5-kg £5.20 kg; sodium £5.77.

Butobarbitone: £4.74 kg for 5-kg lots.

Chloral hydrate: 50-kg lots £0.75 kg.

Chloroform: BP from £258 metric ton in 280-kg drums to £310 in 35-kg drums. 500-mil bottles £0.44 each.

Cinchocaine hydrochloride: £42.50 kg.

Cocaine: Alkaloid £222 kg; hydrochloride £202.75. Subject to DDA Regulations.

Cyclobarbitone: £4.22 kg; calcium £4.22 kg.

Dextromethorphan: Hydrobromide £98.53 kg.

Ether: Anaesthetic BP—2-litre bottles £0.87 each for under 350 litres; £0.81 for over 350 litres; 32-kg drums £0.41 kg for 500-kg lots. Solvent BP—per metric ton in drums from £294 for 500-kg lots in 16-kg drums down to £266 in 130-kg drums; 250-kg from £304 to £276.

Hypophosphites: £ per kg

	12.5 kg	50 kg
Calcium	1.14	1.06
Iron	2.35	2.27
Magnesium	1.98	1.87
Potassium	1.57	1.45
Sodium	1.27	1.17

Kaolin: BP is £66 per 1,000-kg in sacks.

Magnesium carbonate: Heavy £192, light £184 per metric ton.

Magnesium oxide: BP (per metric ton); light £560; heavy £890.

Magnesium hydroxide: BPC £560 metric ton.

Magnesium sulphate: BP from £42 metric ton exsiccated £75-£80 ton, ex works.

Magnesium trisilicate: £470 metric ton.

Mercurochrome: £7.95 per kg.

Mercury salts: Per kg in 50-kg lots: ammoniated powder £3.70; oxides—yellow £4.35 and red £4.55; perchloride £3.15; subchloride £3.90; iodide £4.75 kg for 25-kg.

Mersalyl: Acid £15.75 per kg; sodium £21.50.

Methadone hydrochloride: Subject to DDA regulations £0.15 per g for 100-g lots.

Methyl salicylate: Per metric ton in 5-ton lots £425; 1-ton £430, 500-kg £435.

Narcotine: Alkaloid and hydrochloride in 25-kg lots £15 kg.

Opiates: (per kg) subject to DDA Regulations.

	1 kg and over	Under 1 kg
Codeine	£	£
alkaloid	183.00	191.00
hydrochloride	156.00	164.00
phosphate	140.00	146.00
sulphate	156.00	164.00
Diamorphine		
alkaloid	212.00	223.00
hydrochloride	194.00	203.00
Ethylmorphine		
hydrochloride	179.00	186.00
Morphine		
acetate	164.00	171.00
alkaloid	202.00	211.00
hydrochloride	165.00	172.00
sulphate	165.00	172.00
tartrate	198.00	207.00

Papaverine: Hydrochloride 25-kg lots £17 kg.

Pentobarbitone: 5-kg lots £4.57 kg for acid and £4.84 for sodium.

Phenitone: 25-kg lots £3.92 kg.

Phenobarbitone: 50-kg lots £3.60 per kg; sodium £4.10.

Phenolphthalein: 250-kg lots £1 kg.

Pholcodine: 1-kg £198.36; 7-kg £189.20 kg; 60-kg £180.

Quinalbarbitone: Sodium and acid £5.16 kg for 25-kg lots.

Sodium benzoate: One-metric ton lots £28.33 kg.
Sodium bicarbonate: BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.

Sodium chloride: Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works.
Sodium citrate: £313 per metric ton.

Sodium perborate: (Per 1,000 kg) monohydrate £283.50—tetrahydrate £139.

Sodium percarbonate: (Per metric ton) £164.75.

Sodium potassium tartrate: £295 per metric ton.

Sodium salicylate: 1,000-kg lots £0.50 kg.

Sodium sulphate: BP from £35 to £40 per metric ton as to crystal. BP exsiccated £60 ton.

Sodium thiosulphate: £44 per metric ton.

Succinylsulphathiazole: 50-kg lots £2.40 kg.

Sulphacetamide: Sodium BP £2.98 kg.

Sulphadiazine: 50-kg lots £2.79 kg.

Sulphadimidine: 250-kg lots £2.95 kg; sodium £3.05.

Sulphaguanidine: BPC in 250-kg lots £2.13 kg.

Sulphamerazine: in 50-kg lots £3.12½ per kg.

Sulphamethizole: BP 50-kg £3.65 per kg.

Sulphanilamide: 50-kg lots £1.40 kg.

Sulphaquinoxaline: Sodium, B Vet C in 50-kg lots, £4.38 kg.

Sulphathiazole: 50-kg £1.83 kg.

Thymol: in 1-ton lots £2 per kg.

Crude drugs

Aconite: Spot £1,080 metric ton; £1,040 cif.

Agar: (lb) Kobe No 1 £0.85 cif; European £0.73.

Aloes: (metric ton) Cape primes £270 spot; £240 cif. Curacao £780 spot; £730, cif.

Balsams: (lb) Canada: £2 spot; shipment £1.90 cif. **Copaiba:** BPC £1.25, Para £0.40. **Peru:** £1.08 £0.98, cif. **Tulu:** BP £0.70.

Belladonna: Leaves £0.15 lb spot and cif, herb £0.11 spot, and cif; root £0.12 spot; £0.11, cif

Benzoin: BPC £0.75 kg spot; £0.66, cif.

Buchu: No spot; £1.00 lb cif.

Camphor: BP natural powder £0.85 kg spot; £0.83, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cardamoms: (Per lb cif) Alleppy greens No 1, £0.85; prime seeds £0.90.

Cassara: Spot £325 metric ton; shipment £300, cif.

Cassia: Lignea, whole £620 metric ton cif.

Chamomile: Hungarian £0.45, lb.

Cherry bark: Nominal spot and shipment.

Chillies: Zanzibar £575 ton spot.

Cinnamon: Seychelles bark £285 ton, cif. Ceylon quills four O's £604.80, quillings £313.60.

Cloves: Madagascar £1,450 metric ton, cif.

Cochineal: Tenerife black-brilliant £6.50 kg spot; Peruvian silver grey £5.10.

Cocillana: Spot £0.35 lb.

Colocynth pulp: Spot £650 metric ton.

Dandelion: Root £410 metric ton spot; £385, cif.

Ergot: Spot £3.10 kg.

Gentian: Root £400 metric ton spot; £390, cif.

Ginger: (ton) Cochín £225, cif. Jamaican No. 3 £1,050 spot; £840, cif. Nigerian split £210 spot, £195 cif; peeled £310 spot; £295, cif. Sierra Leone, offers withdrawn.

Gums: **Acacia:** Kordofan cleaned sorts £295 metric ton spot; £265 cif. **Karaya:** No. 2 faq £24 cwt spot. **Tragacanth:** (cwt) No. 1 spot £250, No. 2 £220.

Henbane: Niger spot £430 metric ton; £420, cif.

Honey: (ton) Australian light amber £263, medium £251. Canadian not available. Mexican £246. Chinese light amber £238.

Hydrastis: £2 lb spot; no shipment offers.

Ipecacuanha: (per lb) Matto Grosso £2.50 spot; £2.40, cif. Costa Rican £2.30 spot; £2.10, cif.

Jalap: Mexican tubers £2 kg spot; £1.95, cif.

Kola nuts: West African halves £85 metric ton spot; shipment £75, cif.

Lanolin: Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.

Lemon peel: Spot £250 metric ton; £230, cif.

Liquorice root: (metric ton) Chinese £110. Russian £115. Spray-dried powder £396, delivered. Block juice £431.50.

Lobelia: American herb £785 metric ton spot; £760, cif.

Lycopodium: Indian £2.00 lb spot; £1.75, cif.

Mace: Grenada £0.35 lb. fob.

Menthol: (kg) Chinese spot £6.25, shipment £6.15 cif. Brazilian spot £375; afloat £3.70, cif; July-August £3.63, cif.

Nutmeg: (Per ton, cif). Grenada: 80's £570; sound unassorted £490, defectives £375, all cif.

Nux vomica: Shipment £100 metric ton, cif.

Pepper: (ton) Sarawak black £380 spot; £350, cif; white £540, £500, cif.

Podophyllum: Emodi £360 metric ton cif.

Quillaia: £470 metric ton nominal.

Rhubarb: From £0.30 to £1.50 lb.

Saffron: Mancha superior £82-kg.

Sarsaparilla: Spot £0.57 lb.

Seeds: (ton) Anise: China star £175, spot; shipment £125, cif. Caraway: Dutch ex wharf £390. Celery: Indian £300; shipment £260, cif. Coriander: Moroccan £80, cif. Cumin: Indian £300, cif. Iranian £240 cif. Dill: Indian, for shipment £120, cif. Fennel: Chinese £130 (metric ton), cif; Indian nominal. Fenugreek: Moroccan £72 long ton, cif. Mustard £60-£120 spot.

Senega: Canadian £1.75 lb spot and cif.

Senna: (lb) Tinnevely No. 3 faq leaves £0.06½; pods, hand-picked £0.11; manufacturing £0.08½; Alexandria h/p £0.52 ex wharf; manufacturing £0.26 nominal.

Squill: White spot £300 metric ton; £260, cif.

Styrax: £1.12½ lb spot; £1.10, cif.

Tonquin beans: Para £0.37 lb spot; £0.32, cif.

Turmeric: Madras finger £195 ton; £170, cif.

Valerian: (metric ton) Continental £280; £275 cif; Indian £270 spot; £265, cif.

Waxes: (ton) Bees' Dar-es-Salaam, spot nominal; £610, cif; Candellila and Carnauba both nominal.

Witchhazel leaves: Spot £0.30 lb; £0.27 cif.

Essential expressed oils

Anise: Chinese £1.45 kg spot; £1.35 cif.

Bay: £5.95 spot, shipment £6.50, cif.

Bergamot: £9.35-£14 kg as to grade.

Bois de rose: No offers.

Cajuput: £1.20 kg on spot.

Camphor white: Spot £0.38; £0.32 kg, cif.

Cananga: Java £5 kg, cif.

Caraway: Dutch £7.50 kg; English £21.50 kg.

Cardamom: English distilled £50 kg; Indian £48.50.

Cassia: Chinese 90 per cent, £2.20 kg, 85 per cent £2.05; both spot.

Celery: English £26 kg; Indian £19.

Cinnamon: Ceylon leaf £1.45 spot, £1.38 cif.

Seychelles leaf rectified £3, cif. Bark, BP £2.20 English distilled bark £88.

Citronella: Ceylon spot £1.05 kg; £0.94½, cif.

Chinese £1.05 spot; £0.99, cif.

Clove: Madagascar leaf £1.15 kg; £1.11, cif. English distilled bud £17.60. Stem oil £5.50 kg, cif.

Coriander: £8.80 kg spot.

Cubeb: English, £13.50 kg.

Dill: £5.70 kg spot.

Eucalyptus: Chinese 80-85 per cent £0.66 kg In bond; shipment nominal.

Fennel: Spanish sweet £2.09 kg.

Geranium: (kg) Bourbon £16.25; Congo £14.

Ginger: English distilled £40 kg; Indian £16.50.

Juniper: Berry £3.08 kg; wood £0.55.

Lavandin: £2.76 kg spot.

Lavender: French from £4.40 kg.

Lavender spike: In 1-metric ton lots £3 kg.

Lemon: Sicilian £3.66 kg as to quality.

Lemoncrass: £1.95 kg spot; £1.72, cif.

Lime: West Indian £7.70 kg spot; £7.15, cif.

Mandarin: £5 kg.

Nutmeg: East Indian £4.95 kg. English distilled from West Indian £12, from E Indian £13.15.

Pa'marosa: £7.50 kg spot, £7, cif.

Patchouli: Spot £4.25-£5.00 kg.

Peppermint: (per kg) Arvensis Chinese, spot unobtainable; £2.60, cif. Sept-Oct. Brazilian £2.55 spot; £1.45, cif. American Piperata from £1.60.

Classified advertisements

Classified Advertisement Rates

Display: £4.50 per s.c.l. min. 1" s.c. (1" x 1½"); ½ page (4½" x 3½") £40; ¼ page (4½" x 7") or (9" x 3½") £70; 1 page (9½" x 7") £120.

Screen: 100

Lineage: 35p per line, min. 5 lines @ £1.75

Box Numbers: 25p extra

Series Discounts: 5% discount on 3 insertions and over; 15% discount on 13 insertions and over

Headings: All advertisements appear under appropriate headings

Copy Date: 4 pm Tuesday prior to publication date: Advertisements should be prepaid

Publication Date: Every Saturday

Post to: Classified Advertisements, Chemist & Druggist, 25 New Street Square, London, EC4A 3JA

Telephone: 01-353 3212

Circulation: A.B.C. January/December 1971, 15,167

NEWPORT (MON) HOSPITAL GROUP

There are vacancies in the Pharmacies in the Group as follows:
ROYAL GWENT HOSPITAL, Newport (426 beds)

SENIOR PHARMACIST

based at this hospital, but who also will perform a tour of duty at St Woolos Hospital, Newport (General—326 beds) and St Cadoc's Hospital, Caerleon, Near Newport (Psychiatric—516 beds). Salary £1,689-£2,100. The post provides excellent experience and a ward pharmacy scheme is in operation at two hospitals, and is being implemented at the 3rd. A LOCUM Pharmacist is also required at the Royal Gwent Hospital. Salary £36.45 weekly.

LLANFRECHFA GRANGE HOSPITAL, Cwmbran, Nr Newport (524 beds for mentally handicapped patients).

PART-TIME PHARMACIST

required, working up to 24 hours weekly. Salary £3.97 per 4 hours.

APPLICATIONS

Please apply, quoting two referees and the post concerned, to the Group Secretary, 64 Cardiff Road, Newport, Mon.

Situations vacant

PHARMACEUTICAL GROUP REQUIRE THE SERVICES OF

AN ADMINISTRATIVE OFFICER

The post will be progressive and salary negotiable in the region of £3,000. A professional qualification is desirable but proven ability could be equally valuable.

Duties will involve routine administration, research into health services, preparation of reports for a committee of management, and negotiations with Government departments and other bodies. At a later date the appointed officer may be required to assist in professional organisation.

Replies marked 'Confidential' to—

Pharmaceutical Group,
c/o Robert J. Kidney & Co.,
12/14, College Green,
Dublin 2.

GLOUCESTERSHIRE. Male or female Pharmacist to manage dispensary in a country town pharmacy. Trained assistant employed; excellent relationship with local G.P.'s and Health Centre; no Sunday or Bank Holiday duties. Salary negotiable; for full details of position apply D. Ivel Rees, 127 Parklands, Wotton-under-Edge, Glos. Tel. 3310.

DISPENSING TECHNICIAN

(Male)

Bored with retail? Looking for a more interesting job? We can offer you a rewarding position in a very unusual pharmaceutical business. **L. E. West & Co. Ltd.**, telephone 01-476 1644.

SHEFFIELD NO. 2 HOSPITAL MANAGEMENT COMMITTEE

DEPUTY CHIEF PHARMACIST

(GROUP IV)

Salary scale £1,629-£2,085 per annum

The post is in the Central Pharmaceutical Department at Middlewood and Wharnccliffe Hospitals and serves an acute general hospital, together with associated outpatient clinics and a large psychiatric hospital of 1,650 beds.

Applications, stating age, qualifications, etc., together with the names and addresses of two referees, to the **Group Secretary, Sheffield No. 2 HMC, Middlewood Hospital, Sheffield S61 1P.**

WEST SUFFOLK HOSPITAL MANAGEMENT COMMITTEE

WEST SUFFOLK GENERAL HOSPITAL BURY ST. EDMUNDS

BASIC GRADE PHARMACIST

for the Group Pharmacy at the above Hospital. An opportunity to work in excellent surroundings. A new District General Hospital will open in the early part of 1973.

Applications in writing to the Hospital Secretary with the names and addresses of two referees.

Hospital appointments

MAELOR GENERAL HOSPITAL, WREXHAM (534 beds)

A new Pharmaceutical Department has been completed at the above Hospital, and as a result the following additional posts have been created.

SENIOR PHARMACIST

Salary Scale £1,689-£2,100

to take charge of the Sterile Products Unit in the new Pharmacy. An interest in manufacturing and quality control is required.

BASIC GRADE PHARMACIST

Salary Scale £1,545-£1,941

An excellent post for a newly qualified young pharmacist who will be encouraged to take charge of a section in the new Department after a period of training. Pre-Registration students eligible to apply.

Applicants for both posts should be appropriately qualified. Assistance with single or married accommodation will be given.

Application forms from Hospital Secretary to be returned within ten days.

HILLINGDON HOSPITAL, UXBRIDGE, MIDDX.

(745 beds)

PHARMACIST

required.
Full or part-time. London
Weighting payable. Enquiries
to Chief Pharmacist. (Tel.
Uxbridge 38282.)

STATES OF GUERNSEY PRINCESS ELIZABETH HOSPITAL

SENIOR PHARMACIST

(£1,689/£2,100)

Required for the Pharmacy at this general hospital of 144 beds, which also supplies associated maternity, psychiatric and geriatric hospitals, serving a population of 50,000. Removal expenses will be paid in full. Further details from the Secretary and Hospital Administrator, Board of Health, Princess Elizabeth Hospital, Guernsey, to whom applications should be sent, to arrive not later than July 28, 1972.

HERTFORD COUNTY HOSPITAL, North Road, Hertford, Herts.

SENIOR PHARMACIST

(Cat. III)

Applications invited for the above full time post. Department responsible for purchase and issue of drugs, dressings, surgical instruments, etc., for above and two smaller hospitals. Whitley Council salary and conditions.

Applications giving details of age, qualifications and experience with names of two referees to Hospital Secretary.

**Please mention C & D
when replying
to advertisements.**

Classified advertisements

Hospital appointments

OAKWOOD HOSPITAL, MAIDSTONE, KENT

SENIOR PHARMACIST

required at this large and progressive Psychiatric Hospital. Salary £1,689 to £2,100 per annum and conditions of service in accordance with the Whitley Council. Well-equipped new department may be inspected by arrangement with the Chief Pharmacist.

Applications would be considered from Pharmacists prepared to work part-time. Applications stating age, qualifications and experience, together with the names of two referees, should be forwarded to the Assistant Group Secretary immediately.

Shopfittings

**Low Cost
Unit
Shopfronts
600 Designs**

**Take
36
Months
To Pay**

- * In Anodised Aluminium
- * Built in Illuminated signs
- * Available from stock
- * Installed in 2 Days on most sites

UNIT SHOPFRONTS LTD
9 Aintree Road, Perivale, Middlesex
PHONE: 01-997-9943/7

SHOWRAX

Self-service fittings, entire contents of shop, size approximately 50ft. x 18ft. including two check outs and one NCR class 21 Cash Register. All only two years old. Cost new £2,000, will accept offers of around £1,000. Telephone day 01-459 6696, evening 01-952 4716.

INTERPLAN SYSTEM 80. Modular units, designed for the modern pharmacy. Attractive designs at attractive prices plus complete shop-fitting service. Details from Olney Bros. (Shopfitters) Ltd., Jado House, Northbridge Road, Berkhamsted, Herts. Tel: 5417/9.

For sale

"BLAKOE"

The widely advertised and unique Blakoe health product range is available on attractive terms to chemists, with excellent display and sales aids. Write for details: Blakoe Limited, 229 Putney Bridge Road, London, S.W.15.

DEFERGEL

For premature ejaculation
Retail 75p per tube
Wholesale £2.50 carton of 6
Post paid c.w.o. from:
Lloyd's Surgical Dept. Ltd.,
Commercial Rd., Portsmouth.
Showcard free on request.

Businesses for sale

MANUFACTURING business returning about £9,000 p.a. and making a Net Profit of £2,200 p.a. plus, entirely under Management. Very low overheads and considerable scope. 75% of Trade is from Export. Audited Accounts available. Price required for Goodwill £2,500. Business can be conducted from the Midlands or could be moved, if required by purchasers. Further details will be supplied on request to genuine enquirers. Apply Box No. 1961.

FOR SALE: Drug Store. Could be reorientated to Pharmacy (closed 1965) lock-up premises, Tower Buildings, Blackpool. Box No. 1974.

DENTYRBLEACH

The Perfect Denture Cleanser 15p per bottle, inc tax. Order now from your Wholesaler. Sole Manufacturers:
Oakes & Co. Ltd.,
Ropley, Hants.
Tel: 01-398 4650.

GRANGEWOOD SACKS LTD., 235-239 Katherine Road, East Ham, E.6. Telephone 01-472 0454-4320. Offer office waste refuse bags Polythene and paper, immediate delivery. All sizes. Write or telephone for Price List.

Trade services

IMPORTANT NOTICE TO INDEPENDENT CHEMISTS:

We are pleased to announce the formation of a

— CHEMISTS PROMOTIONS SERVICE —

This is designed to assist you to:—

1. **COMPETE AND BEAT** the price cutting of the multiple chemists, chain stores, drug stores, without reducing your profit margins.
2. **BOOST** your turnover.
3. **DECREASE** your stockholding (with VAT in mind).
4. **INCREASE** your stockturn.
5. **CUT DOWN** paperwork.
6. **REDUCE** the time spent with Reps.
7. **REVITALISE** your business without having to leave your premises and allow your leisure time to be leisure time.

At your request we will send you a list of fast selling brand leader merchandise well below list prices. You send us your selected order of £50 minimum and we will despatch carriage **Free!** You do not have to pay until you have checked the goods to your satisfaction.

If you are interested in bulletin No. 1

Please write to:

Peter Green,
c/o Chemists Promotions Service,
93, Queen Victoria Avenue,
Hove, BN3 6XB.

This offer is strictly for **Chemists only.**

ANALYTICAL AND RESEARCH FACILITIES

Complete Chemical, Biochemical, and Micro-Biological investigations, for all branches of the Food, Pharmaceutical, and Drug Industries, using the latest techniques of Chromatography, Infra Red, U/V, and Atomic Absorption Spectroscopy, in addition to all standard Analytical procedures. Highest resolution Black/White, and Colour Photo-Microscopy. Our qualified staff, will be pleased to discuss any problem, from a simple analysis, to a full scale Research and Development Project. In the first instance, please write or telephone our Technical Director.

Dept. "C",
ROCK BANK LABORATORIES,
BOLLINGTON,
MACCLESFIELD, Cheshire.
Tel: Bollington 2459/50 or 2777.

Situations wanted

COSMETICS — Perfumes — Toiletries. Fully experienced Salesman, specialist training, will promote your lines, build up sales, increase number of customers. Retail or Wholesale. Box No. 1973.

Business opportunities

WANTED. Small Manufacturing/proprietary business required by private purchaser. Run down business or single line with scope considered. Please send full details in confidence to: Box No. 1972.

Miscellaneous

IT'S NEW!

Inexpensive personalised Showcards and Notices from One upwards.

IMPOSSIBLE?

DON'T YOU BELIEVE IT!

Sample and Details

Primapak Showcard Service,
74, Briar Street, Nottingham,
NG2 1FS. Telephone: 85125

FASHION JEWELLERY

Jodez (Manchester) Ltd.
9 Sugar Lane & 34 Shudehill
Manchester 4. DEAnsgate 6565
Largest and most exclusive selection of Necklets, Brooches, Chainbelts, Dress Rings, Earrings (all types) Hair-Ornaments, etc. Limited quantity of clearing lines available, parcels from £5.00 and upwards.

“Eesiness”

SURGICAL ELASTIC HOSIERY

- TWO-WAY STRETCH ELASTIC YARN
- NYLON LIGHTWEIGHT STOCKINGS
- NYFINE LIGHTWEIGHT TIGHTS
- SEAMLESS ONE-WAY STRETCH
- NYLON NET

Stock Sizes or Made to Measure

Also obtainable direct or through your wholesaler. Write for literature.
Abdominal Belts • Spinal Supports • Elastic Band Trusses • Jock Straps
Sensory Bandages • Athletic Slips • Stockinette Bandages

SALLIS LTD., Vernon Works, Basford, Nottingham
Phone: 77841-2 Grams: Eesiness

ORALGER

LOW RELEASE F
PELLETS OR **MOUTH ULCERS**

ANTIBIOTICS & VITAMINS LTD., PARKAR HOUSE
BERESFORD AVENUE, WEMBLEY, MIDDX. 01-903 5541

Natroslim

for easier slimming

A fantastic success
on the Continent, now
**NATIONALLY
ADVERTISED**

to promote BIG sales in the U.K.

Basic net wholesale value £1.65
Plus purchase tax 30
Recommended Retail Price £2.78

Get your stocks from:

Unichem

South Coast, London, Home Counties, Berkshire,
Hampshire, Dorset, Midlands, Wales, Leeds,
Sheffield, East Anglia

Bremner-White

Northumberland, Durham, North Yorkshire

Ayrton Saunders

Liverpool

Evans Gadd

Bristol, Devon and Cornwall

James Hardcastle Ltd., Barclays Ltd., Jackel & Co. Ltd.
or from your usual wholesaler or direct from

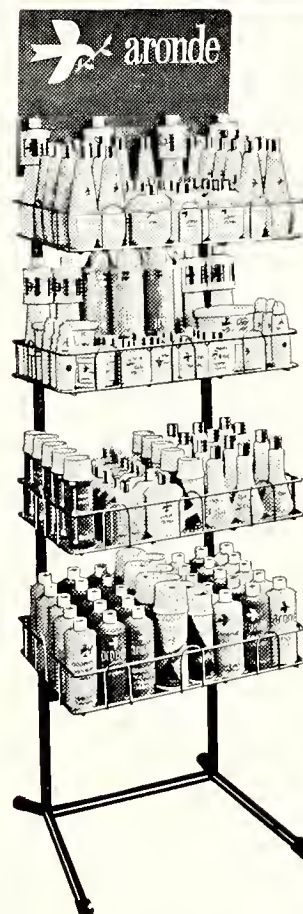
ANGEL PHARMACEUTICAL SERVICES LIMITED
422 St. John Street London, EC1U 4NJ
Tel: 01-837 5373

TAKE TWO

-for a
première-proved
double-feature
sales programme
produced by



aronde



For film-stars or housewives, *Aronde* beauty products are your most spectacular sales-booster! And hard on the heels of this fortune-making *Aronde* display, projecting our wide range of toiletry and cosmetics from the smallest space possible, comes news of our success-proved pouchette and holdall range!

Already selling in more than fifty countries—these fast-selling lines can draw your richest audience . . . estimated at many gross of sales each year! Research proves ten million women buy a new pouchette once a year—and many buy twice or three times . . . so take advantage of this season's big-feature range and super-value price-reduced items.

SHOOT! If you want 50%* profit on cost or more, fill in this special advance coupon now—and shoot it off to us! Our representative will soon call to give you the facts about the *Aronde* big double-feature sales drive!

*excluding purchase tax.

☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆

☆☆ TO: ARONDE LABORATORIES LTD. SHERBOURNE AVENUE, BINSTEAD, RYDE ☆☆

☆☆ ISLE OF WIGHT. TEL: RYDE 3761 ☆☆

☆☆ Please help me stake a claim in the Aronde sales programme— ☆☆

☆☆ without obligation! ☆☆

☆☆ Name ☆☆

☆☆ Address ☆☆

☆☆ CD8/7 ☆☆

☆☆ ☆☆

☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆

BEATSON GLASS CONTAINERS



THE DEPENDABLE ONES



- Metric Ribbed oval —white flint and amber
- Metric Winchester —plain and ribbed
- Metric Medical —white flint
- Vial —white flint
- Powder —white flint and amber
- Metric Sloping
- Shoulder Flat —white flint and amber
- Olive Oil —white flint
- Tablet —white flint and amber
- Jar —white flint and amber
- Eye Drop Bottle and Dropper. —amber

For details of sizes ask your wholesaler or contact:



BEATSON, CLARK & CO. LTD.,
ROTHERHAM, YORKSHIRE.
Tel: 0709-79141 Telex: 54329